

# THE NATIONAL Provisioner

SEPTEMBER 8, 1956

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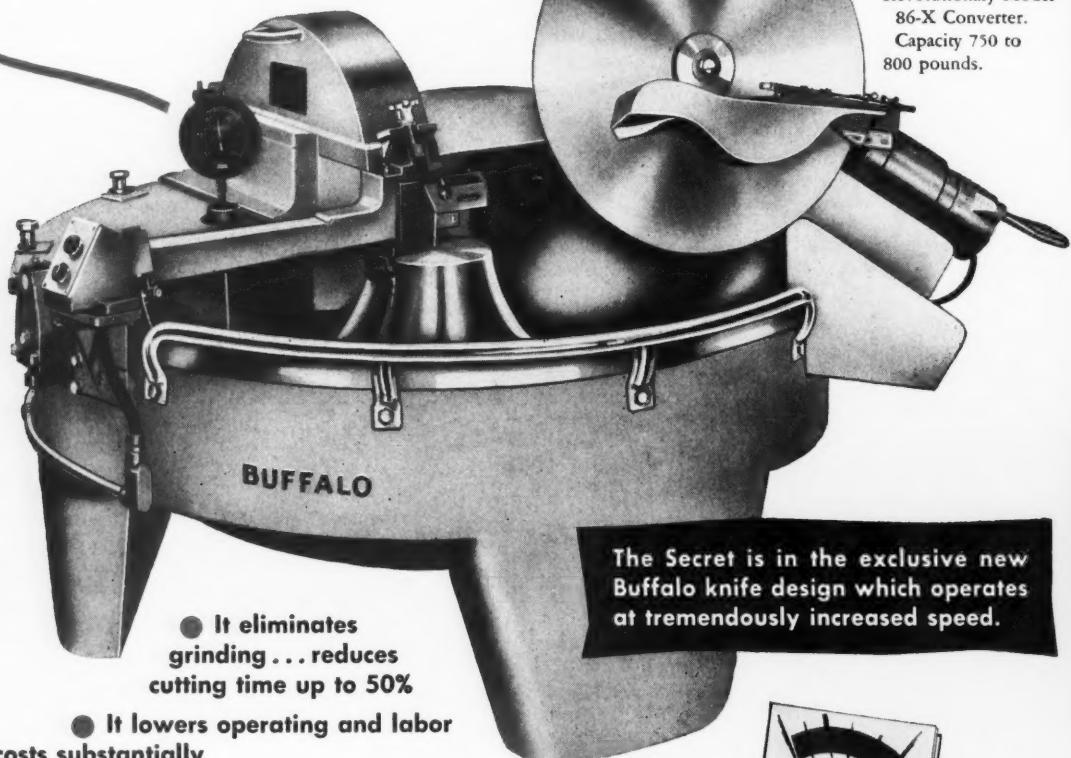
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# THE NATIONAL Provisioner



VOLUME 135 SEPTEMBER 8, 1956 NUMBER 10

## CONTENTS

News of the Industry	21
How Processor Introduced Consumer Packaging	22
Handschumacher Tries for the Tops	25
Convention Section Speakers Named	24
Purveyors Announce Convention Plans	35
Armour Has New Frozen Meat Line	29
Esskay Modernizes Refrigeration Facilities	41
Recent Industry Patents	46
New Equipment	48
Merchandising Parade	51
The Meat Trail	53
Market Summaries—begin on	59
Classified Advertising	68

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# THE NATIONAL PROVISIONER

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SEPTEMBER 8, 1956

## Share the Know-How

Some firms in the meat industry do not realize the dividends they could earn in the form of increased skill, knowledge, leadership and enthusiasm among their younger executives by sending them to the technical sessions at the American Meat Institute and other industry conventions.

While it is true that some of the staff must be left at the home plant to "tend the store," every company should be able to send a few men each year, in addition to top management, to learn at these industry meetings.

The legend that "if top management knows, the whole organization knows," is just not true. Even the most capable president, general manager or superintendent cannot cover two or three concurrent meetings, and there is serious doubt whether he can transmit what he does learn at these sessions to his sub-executives and department heads as effectively as they could acquire the knowledge first-hand for themselves.

Moreover, the meat packing business has become so specialized that there are very few chief executives who really "know everything" (although some may think so). Administrators are becoming more and more dependent on the definite knowledge and skills of the sub-executive group.

As we have pointed out on other occasions, too many firms are still managed like the family proprietorships which were so common in the business many years ago. A good company needs capability in depth, as well as at the top, if it is to endure beyond the lifetime of its managers.

One of the best ways to build capability in depth is to see that promising men are given every opportunity to learn more through practical experience and through exposure to new or different ideas at meat industry meetings.

## News and Views

**"Some Progress"** in contract negotiations between the two major packinghouse unions and six national packing companies was reported this week by Earl W. Jimerson, president of the Amalgamated Meat Cutters and Butcher Workmen of North America, as union members continued to work on a day-to-day basis. Contracts of the Amalgamated and the United Packinghouse Workers of America, both AFL-CIO, expired September 1. Results of the strike vote taken among 85,000 union members at the six companies were not ready late this week, as some ballots still were being received, but Jimerson said returns so far "overwhelmingly" favor a strike. Companies involved are Swift & Company, Armour and Company, Wilson & Co., Inc., The Cudahy Packing Co., John Morrell & Co. and Hygrade Food Products Corp. The union demands include a substantial wage increase, a shorter work week with no cut in pay and a guaranteed annual wage or supplemental unemployment benefits. The two former rival unions have been negotiating jointly and are scheduled to merge next month under the Amalgamated name. A merger convention has been set for October 24 in Chicago.

**New And Bigger** markets will be the target of the National Renderers Association as members gather in Boston for the organization's 23rd annual meeting Monday through Wednesday, October 1-3, at the Hotel Statler. Monday will be devoted to registration, an all-day board meeting and an evening reception, with the New England Renderers Association as host. The export outlook will be analyzed at the opening session on Tuesday morning. Richard B. Mortimer, NRA president, will report on the program agreement with the USDA's Foreign Agricultural Service to promote the sale of inedible tallow, grease and proteins abroad. Mortimer has been visiting Japan and Korea in the interest of this program. Additional information on the export situation will be presented by M. A. Drisko, director of the FAS livestock and meat products division. Tuesday afternoon speakers will include C. R. Berg, executive secretary of the New York Produce Exchange, which recently instituted a tallow futures market, and Ben Cooper of Taller & Cooper, Brooklyn. Cooper will discuss automation.

A "research roundup" also is scheduled for Tuesday afternoon. Participating will be Dr. Leonard L. Gelb and Dr. Milton Lapidus of the USDA Eastern Utilization Branch, Philadelphia, who are senior fellows, respectively, in the NRA's tallow and grease project and animal protein project. A reception, dinner and entertainment are planned for Tuesday evening. New and better ways to promote industry products are the goal of a Wednesday morning "brainstorming" breakfast, a new type of question and answer forum. A representative of the Batten, Barton, Durstine & Osborn advertising agency will serve as moderator. A panel presentation on "Fats in Feeds—Do It Yourself" is set for later that morning. Serving on the panel will be Robert J. Fleming, National By-Products, Inc.; L. L. Horton, Consolidated Rendering Co.; R. W. MacGregor, Kentucky Chemical Industries, Inc.; Raymond Norton, Norton and Co., and C. B. Rose, Darling & Co.

**The Western** railroads' proposal to lower westbound rates on fresh meats and packinghouse products will be considered by the freight managers' committee, Association of Western Railways, at a meeting the week of September 10 in the office of the Trans-Continental Freight Bureau, Chicago. Also before the committee will be the proposal of the American National Cattlemen's Association to have westbound livestock rates reduced by a like percentage if the railroads' application to lower rates is approved.

## A Packaging Feature

# Analysis and Pre-Planning Are Two Key

**T**HOROUGH planning is the key to merchandising success, says Scott Petersen, president of Scott Petersen & Co., one of Chicago's leading independent sausage kitchens. The youthful president, whose firm was the first of the smaller sausage manufacturers to use full-color, full-page newspaper advertising, believes that a touch of boldness and originality is essential.

Recently, he put these beliefs into practice when the firm began to package sliced luncheon meats. The necessity for packaging became evident from sales analysis.

The company's business is primarily done with independent retailers, many of whom, in the scope of their meat operations, duplicate the larger chain units. These retailers handle sliced packaged luncheon meats in their self-service display cases. Heretofore, the Petersen company had limited its self-service line to frankfurts, pork sausage and chub items. However, to sell these larger retailers a complete line, Petersen needed packaged sliced luncheon meats.

At the beginning of the year, a 15-

year sales veteran, Bill Kloss, was appointed assistant sales manager in charge of packaged sales. It was his job to evaluate various packaging techniques, and the preferences of retailers and consumers. The results of his field findings were reviewed by a merchandising committee composed of Petersen, Dietrich Fricke, plant superintendent, Leo Miller, sales manager, and Otto Petersen, vice president.

The committee decided to use the new Advac package developed by Marathon. The package was new to the Chicagoland market area, and this was a strong point in its favor, as Scott Petersen believes in exploiting factors of individuality. For example, the Smorgasbord girl design is used to give the company packaging and advertising material a trademark.

A polyethylene-cellophane vacuumized and heat sealed film is used for the pouch. The Advac board windows the pouch, the edges of which are heat sealed within its rigid board. Fusing the pouch with the board eliminates leakers at the retail level. This package can withstand more handling



**OPERATOR (top)** positions loaf for slicing. Next stacked slices are check weighed and passed with a spatula to operator who inserts stacked slices into pouches.

FILLED pouches are vacuum sealed by unit whose two heads operate separately.



**IN NEXT** packaging step board is placed on jig which aligns with package window.



## Two Keys to Success

than the regular unprotected pouch.

The decision to use a vacuum package in a local market area was prompted by the desire to protect flavor. Packaged sliced luncheon meat is on display for a longer time than product sliced at the retail store. The vacuum package prevents the loss of aromatic flavors, says Petersen.

The package exposes a maximum amount of product, allowing the customer to see the top and sides. However, since it is merchandised in a rack which holds the package in a vertical position, it is not subject to excessive fading from light exposure. The top and bottom of the package provide a suitable area in which to imprint pertinent information, such as the identification of product, name of packer, weight and price.

Norbert Schwarz, the firm's package designer, who also created the Smorgasbord trademark, designed the new package which uses red, white and green as colors. A green scalloped border abuts the pouched meat, setting it off to advantage. A clear white strip has been left on the bottom of the package for ingredient imprinting at the plant. This

permits the firm to make formula changes without carrying an excessive stock, states Fricke.

The reverse side of the package is rimmed with green scalloping. Within this framework are instructions for opening and several recipes. The firm's name and Smorgasbord girl trademark are also featured.

The metal rack comes in sizes to fit standard refrigerated display cases and facilitates proper rotation. As the product is removed by customers, the older packages are moved to the front of the rack where they are reached easily while the newer ones are put in the rear. There is no need to restack a whole case to maintain rotation, says Petersen. The rack is stocked with several items giving the display variety to stimulate sales.

Experience to date with the package shows that it helps to move the more expensive items such as sliced boiled ham and corned beef, explains Miller. He attributes this to the package which exposes the taste-tempting color without showcase discoloration.

Once the package was selected, the supporting two-prong merchandising program was formulated. *Associated Food Retailer*, a local retail publication, was selected to inform the retailer, while the *Chicago Tribune* was chosen to reach the consumer market. Publication date for these ads was timed to coincide with the introduction of the product. The newspaper advertisement was a full-color, full-page ad and the trade publication ad was a two-color, two-page spread. Management believes that the smaller processor can use large space ads to advantage provided the sales

campaign is carefully organized.

The company's sales force was briefed on the forthcoming package and product. It was supplied with copies of the ads and furnished with dummy packages. The company mailed an advance flyer on its new package to the retailers. Full-color, point-of-sale material duplicating the introductory packages was given to the salesmen. When the ads appeared, the company was able to fill all orders since part of its overall planning was a shakedown of its production facilities to insure availability of the packaged product.

New production techniques were perfected and the output was employed in checking retailer acceptance of the new package and merchandising rack. Test results were presented at the weekly sales meetings preceding the formal package introduction.

The packaging operation begins at the slicing station where two U. S. Slicer units deposit sliced meats in stacks on a neoprene takeaway conveyor which brings the stacks to the check weighing station. An operator places the groups on the Toledo check scale and makes the required adjustments. She then lifts the stack with a spatula and places it in one of two stainless steel mandrels mounted at the front of the main packaging conveyor.

Another operator inserts the pouches on the mandrel, slides the meat into them, and deposits the pouches on the neoprene conveyor which carries them to a Flex-Vac vacuumizer and heat sealer. This unit is a two-head model which vacuumizes and

[Continued on page 31]

**POUCH** is inserted into matched opening. Edges of pouch fit around board edges.

**SMALLER** side strip (right) is folded in on pouch and topped with large back fold.

**FORMED** package is fed to pressure sealing conveyor which fuses bottom and top folds.



## Industry to Be Under Microscope on Opening Days of AMI Annual Meeting

Brass tacks discussions of some of the fundamental problems of the meat industry will occupy the first two days of the American Meat Institute's golden anniversary annual meeting, which will begin Friday, September 28.

Five technical sessions — scientific and operating, livestock, engineering and construction, sausage and merchandising, and accounting — will be held at the Palmer House, Chicago, on Friday afternoon and Saturday morning.

Dr. H. E. Robinson, director of laboratories of Swift & Company, will lead off the Friday scientific and operating session with a consideration of



DR. EVANS



DR. BRUNER

College of Agriculture at the University of Wyoming, will handle the subject of beef cattle.

From the leading hog-production state, N. A. (Jim) Wilson of Rolfe, Iowa, will address the session on "The Producer Looks at the Meat Packer." The concluding talk of the session will be that of C. H. Eshbaugh, assistant general superintendent of Swift & Company, who will describe the "Principles, Design and Operation of the Remington Stunning Instrument."

Saturday morning's three sessions bring nine speakers and a significant motion picture to the program.

William Rose, jr., president of the Rose Packing Co., Inc., Chicago, will tell of "Maximum Production from Packaging Machinery" during the engineering and construction session. An atomic scientist will describe progress being made toward development of a dual-purpose nuclear reactor suitable for use in the meat packing industry. He is Lt. Col. Belmont S. Evans, jr., of the Army Reactors Branch, Division of Reactor Development, U. S. Atomic Energy Commission. It is intended the type of reactor proposed will produce both gamma ray irradiation for pasteurizing meat products and low-pressure steam for use in various parts of the meat packing process.

D. D. Wile, vice president of Refrigeration Engineering, Inc., Los Angeles, will give a paper on "Brine Spray or Dry Coil Refrigeration for

use in Hot Beef Carcass Coolers."

J. Russell Ives, associate director of the Institute's department of marketing, will present a forecast on the meat supply situation to start the sausage and merchandising session. On the same program A. B. Maurer, president of Maurer-Neuer, Inc., Kansas City, Kan., will talk on producing and selling prepackaged sausage products. The motion picture, titled "The Denver Story," turns the camera's eye on problems of retail merchandising. Such postwar controversies as trading stamps, give-aways, price-cutting and loss leaders come in for timely inspection.

In the accounting session, John P. Diercks, secretary and treasurer of Stahl-Meyer, Inc., New York City,



DR. DOTY



DR. ROBINSON

what research has contributed in the past to the meat industry and what may be ahead. Two staff men from the American Meat Institute Foundation follow Dr. Robinson on the session program. Dr. J. B. Evans, associate bacteriologist, will discuss quality retention in fresh and cured meats, and Dr. D. M. Doty, the Foundation's assistant director of research and education, will speak on the "Scientific Evaluation of Factors Associated with Beef Quality."

In the Friday livestock session two men will tell of "Breeding for Economical Red Meat Production." Dr. W. H. Bruner, extension specialist in animal science and marketing at Ohio State University, will report on findings of the school's boar testing station. Dr. Hilton Briggs, dean of the



J. B. DIERCKS



C. H. ESHBAUGH

will discuss "Valuing Inventories and Transfers between Departments." J. Rowe Hinsey, controller for John Morrell & Co., Ottumwa, Iowa, will tell of the application of the "break-



J. R. HINSEY



C. P. ELSEN

even point" to the meat packing industry. Cletus P. Elsen, controller of The E. Kahn's Sons Co., Cincinnati, will describe methods of overhead allocation, and Timothy J. Sullivan, partner in the accounting firm of Arthur Young & Co., Chicago, will present an application of LIFO in the meat packing industry.

Convention planners are hopeful that attendance will be good for an examination of the future in agriculture, business and foreign affairs which will wind up the annual meeting on Tuesday, October 2. The morning session is given over to a discussion of the future in these fields by three experts.



DR. BRIGGS



COL. EVANS



J. R. IVES



A. B. MAURER

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SPECTACULAR with eight tons of steel, 800 ft. of glass tubing, over 700 incandescent lamps and one mile of wiring, will consume enough electricity for two homes for one month during one hour of operation.

PERHAPS Boston may once have been a place where "the Lowells talk to the Cabots, and the Cabots talk only to God" — and the rest of the country was content to let it go that way.

Today, however, Bostonians speak with loud voices to the whole world about their city's progressive accomplishments and the local meat industry's leadership in processing, merchandising and distributing meat products. On the basis of such developments as superhighway building, the South Boston Market Terminal (see the NP of January 2, 1954), the construction of a score of modern meat processing plants and the products and processes and packaging and merchandising ideas recently spawned by Boston meat concerns, it must be admitted that there is real reason for their pride.

The latest Boston meat company to claim a place as "the tops" is a 70-year-old concern — Handschumacher & Co. — and it is doing so literally as well as figuratively with an electric "spectacular" roof sign which will loom large in the Boston sky beginning this month. The sign on the Handschumacher plant roof faces the heavy traffic on the new Central Artery, now used by 90,000 cars per day; with additions to the Artery in the spring of 1957 it is estimated that 150,000 to 200,000 cars per day will pass in the immediate vicinity.

The roof "spectacular" is only one sign of the resurgence of Handschumacher's under the direction of its president and treasurer, John F. Saunders.

For several generations after its

founding in 1886 by Wilhelm F. Handschumacher, the firm was predominantly a slaughterer at its suburban Brighton branch. Fresh pork cuts were sold at retail through three stores in a novel operation that attracted many out-of-state packers, processors and specialty pork store operators. Handschumacher sausage and smoked meats were highly regarded in the Boston area, but bulk sales to hotels, restaurants and concessionaires received most attention.

After his acquisition of the firm in 1948, president Saunders decided that it must be revitalized, and that the major guidepost in new development must be "what people want."

In the belief that the trend definitely was toward supermarkets and self-service selling, Handschumacher's converted to consumer-size packaging of its branded products and ex-

## TOPS

on the Boston  
Skyline and in  
the Market is  
Handschumacher's

## AIM

panded its trading area throughout the six New England states and to the Canadian border in northern New York. Increased attention was given to newspaper, radio and outdoor advertising and special emphasis was placed on the firm's manufactured products.

Where previously jobbers and store operators practically had to call at the plant to pick up manufactured meats, the company set up an outside sales staff and had driver-salesmen with refrigerated trucks make calls on supermarkets over a three-state area. Warehouse and drop shipments over a seven-state area were made available via common carrier.

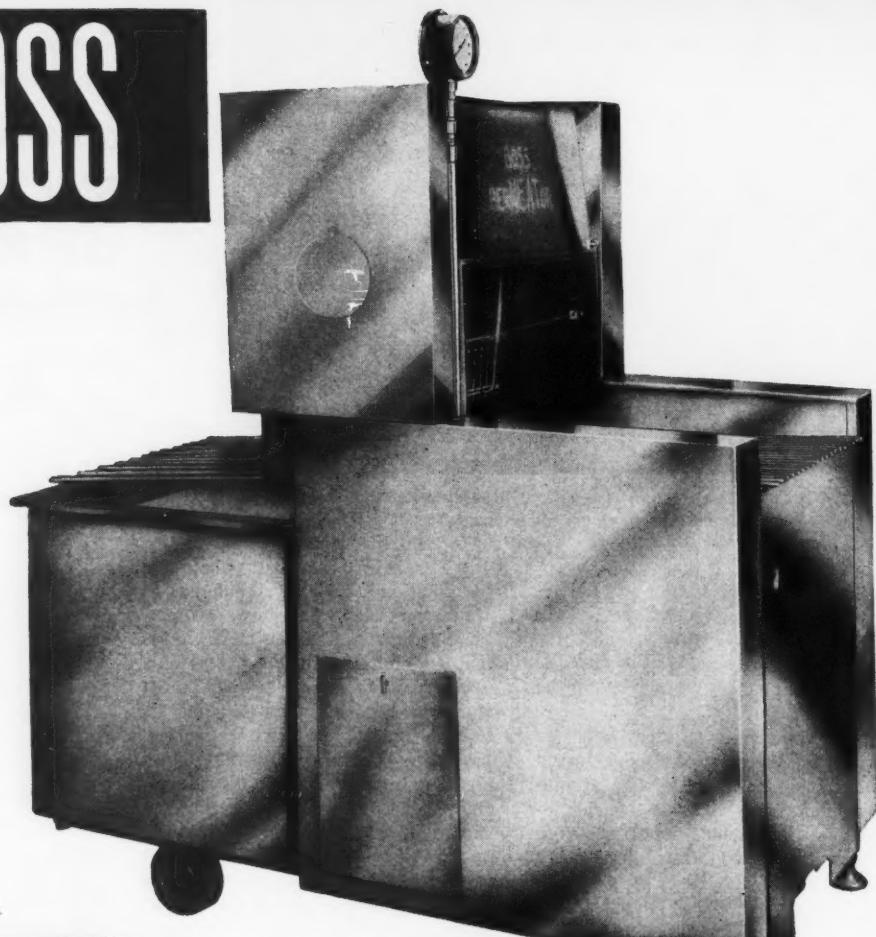
Plans were carefully drawn up for revamping the plant from an operating standpoint and improving efficiency. Entire departments were re-  
Read more on page 29—



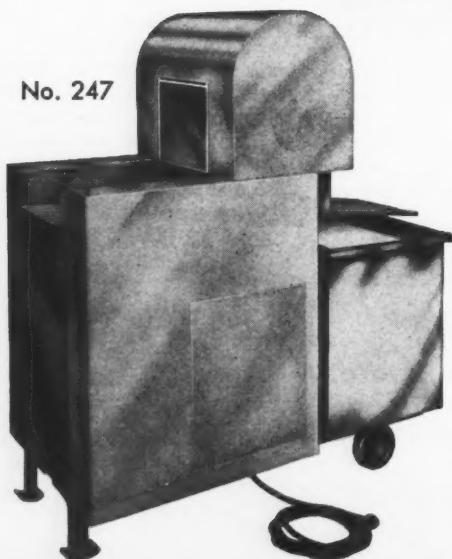
SKETCH of the 24-sheet "offering hand" poster being used in the outdoor advertising campaign of the 70-year-old New England organization.

BOSS

No. 246



No. 247



## PERMEATORS

No. 246 — 480 BELLIES PER HOUR

No. 247 — 240 BELLIES PER HOUR

THE *Cincinnati* BUTCHERS' SUPPLY COMPANY  
CINCINNATI 16, OHIO



located and a number of small-volume specialty items, which called for wasteful changeovers in chopping, stuffing, linking and packaging, were eliminated. The slaughtering operation was discontinued and, instead, cars of dressed hogs were brought in from the Midwest. Air-conditioned smokehouses and new processing and packaging equipment were installed and a product handling and flow survey resulted in installation of more conveyors, overhead rails and pallet-handling facilities.

In the belief that the flavors of manufactured meats cannot be gauged by objective scientific measurement, but must meet the subjective judgments of the eaters, a taste panel of key executives regularly and consistently samples all of the Handschumacher products.

Jack Saunders is a graduate of Notre Dame University where he was a friend and helper of football coach Knute Rockne. With a family background in the retail food business Saunders became executive vice president and general manager of Early & Moor in Boston



J. SAUNDERS

prior to World War II and, after service as a Lieutenant Commander in the U. S. Naval Air Corps, he established the Saunders Importing Co. and then purchased Handschumacher's in 1948.

Dick McGoldrick, another Notre Dame graduate, is sales manager of the table-ready meats division, and Robert Hoss, grandson of the firm's founder, is production manager.

### Reminds Rails To Prepare For Heavy Fall Cattle Run

Repetition of a critical shortage of stock cars which developed during the fall cattle runs of 1954 and 1955 has been warned against by Charles E. Blaine, the traffic manager of the American National Cattlemen's Association.

In a letter to livestock agents of major western railroads, Blaine called for the lines to recover promptly stock cars which might be tied up on eastern railroads "loaded with lumber, coal and other non-perishables." Such a situation occurred during previous late summers and shippers had to hold their cattle.



### Armour to Launch New Packaged Frozen Red Meat Line This Month

A city-by-city introductory merchandising program for its new line of pre-packaged flash-frozen steaks and other red meats has been announced by Armour and Company.

Present schedules call for initial shipments to the Cleveland market in September. Other markets will be entered at the rate of two a month.

Included in the new Armour line at present are beef sirloin strip steaks, both boneless and bone-in; top sirloin beef steak; chopped beef round steaks, butter added; boneless beef for stew and loin lamb chops. Two additional items, boneless pork chops and veal cutlets, are expected to be added in the near future.

Weights of the frozen cuts range from 4 oz. each for the lamb chops and chopped round steaks to 16 oz. for the top sirloin steaks. The sirloin strip steaks weigh approximately 10 oz. each and are packed two per carton. Four lamb chops and four chopped beef round steaks are packed in a 16-oz. carton, as is stew beef.

Packaging of the new items features life-size, exact-color reproductions of the uncooked meat cuts on the top of the carton. The reverse side carries cooking instructions and an illustrated serving suggestion in full color. Instructions call for all the cuts to be cooked directly from the frozen state.

While packages vary somewhat in size to conform to their contents, all are of basic rectangular form for

easy display stacking and bear the Armour Star brand design. Dominant colors are red and white. Each package carries the "U. S. Inspected and Passed" stamp.

Three separate materials provide protection for the frozen meats. First the cuts are sealed in a close-adhering transparent plastic film after the air has been removed. Then they are placed in a firm cardboard carton, which is overwrapped with heat-sealed waxed paper. A dozen packages are shipped in a container.

In announcing the new items, Armour emphasized that its entry into the packaged frozen red meat field was just one phase of a long range program in frozen meats.

"We have been in the packaged quick-frozen meat business for years," said D. B. Love, Armour frosted meats division manager. "We have been marketing an ever-growing line of beef, veal, pork, lamb and variety meat items. These are primarily in the convenience, quick-to-fix category, and include pre-breaded items, cheeseburgers, barbecued beef grill steaks, mincemeat pies and other specialty items."

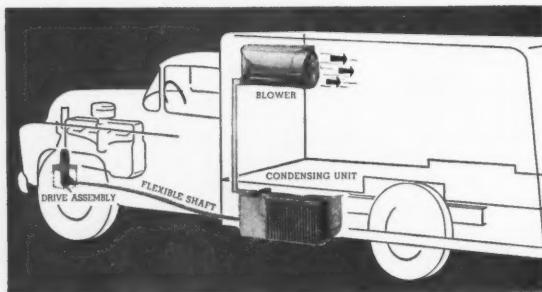
In promoting the new red meats, Armour is concentrating on cooperative retail advertising and a consumer education program of in-store demonstrations. Frozen meat advantages of uniform quality, controlled aging, convenience and special trim to eliminate waste will be stressed.

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OUR  
OUR  
  
ROSS

# revolutionary advancements

## KOLD-TRUX<sup>®</sup> MARK SERIES

- Light weight — only 410 pounds
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- Temperature maintained efficiently
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- No driver attention



The Kold-Trux Mark Series is a new continuous refrigeration system that is revolutionary in design and revolutionary in performance.

Here is a real achievement in mobile refrigeration bringing you all of these basic advancements.

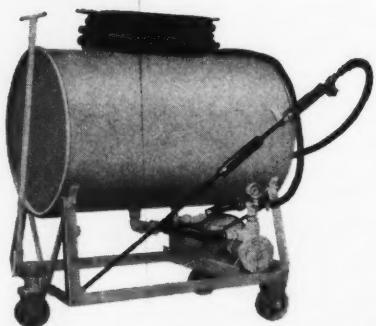
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*"One man cleans three smokehouses in 2½ hours."*

*"12,000 sq. ft. area spotless clean in ½ hour."*

*"\$60.00 in cleaning materials saved each month."*

*"Smokehouses cleanest they've been in 15 years."*

It's true! Only the Oakite Hot-Spray Unit can produce such amazing cleaning results! Specially designed for meat plant maintenance, the "mechanized" cleaning action of the Oakite Hot-Spray Unit hits soil deposits and burned-on grease with a triple-action punch. All you do is fill the tank with a solution of a specialized Oakite detergent, heat it—then flip the switch. Instantly, a potent combination of heat, detergency, and pressure spurt from the nozzle in a steady, unrelenting spray to attack tenacious soil deposits. In seconds, dirt and grease literally roll off walls and equipment—ready to be quickly rinsed away for perfect cleaning results.

The Oakite Hot-Spray Unit is truly a work-horse on wheels. It gives you extra wide coverage with a minimum of time and effort. It gives you rapid cleaning results quickly and efficiently. It provides you with a fast, low-cost technique for cleaning walls, floors, and equipment everywhere in your meat plant. Investigate the amazing Oakite Hot-Spray Unit today. Call your local Oakite Technical Service Representative, or write Oakite Products, Inc., 20A Rector Street, New York 6, N. Y.

SPECIALIZED INDUSTRIAL CLEANING  
**OAKITE**  
MATERIALS • METHODS • SERVICE

Technical Service Representatives in Principal Cities of U. S. and Canada

## Analysis and Pre-Planning

[Continued from Page 23]

seals one unit while the other is being positioned. The finished pouch automatically falls into a metal container underneath the sealer heads.

Pouched product is moved to the operator who inserts it into the die-cut board which forms the package. The operator has a jig which aids in this operation. The flat pre-creased board is placed on the jig which has an opening that matches the package window. The small side is creased inward and the pre-creased large side, which forms the back of the package, is brought over the small side. Pressure, applied to the package by the operator as she forms it, temporarily locks the unit.

The operator affixes a pressure



BOB MESETH, assistant general foreman, inspects completed packages.

sensitive label on the face of the package. Printed with metallic inks, the label gives excellent brand identification without impairing visibility.

The baseboard can be used with either the round or square sliced items. In each case, the package board nestles around the edges of the film pouch. A jig of the correct shape is used.

Formed packages are fed by the operator through the Great Lakes Stamp & Manufacturing drag conveyor and heat sealer developed for Marathon. As the package passes between the pressure heater elements, its top and bottom are sealed, fusing the pouch and board into one unit. The back is sealed to the pouch as the heat sensitized coating of the board comes in contact with a heater plate.

Finished packages are packed ver-

tically in shipping containers. Vertical packing in the shipping containers facilitates transfer of the units to the retail rack which holds the packages in an upright position for efficient handling and easy identification.

The company now is packaging 15 sliced luncheon meats. Management is well pleased with the results of its new merchandising-packaging program. During the first five weeks after the package was introduced overall sausage sales increased by 15 per cent, says Petersen. He believes a well-planned merchandising campaign, built around an individual property, pays off.



POINT-OF-SALE (top) and magazine ads (bottom) were used to boost package.

**HOLLENBACH**

The famous "314" line of Summer Sausage has been building packer-profits for years.

We invite you to cash in on our long experience.

**SALAMI and THEURINGER CERVELAT**

Chas. Hollenbach, Inc. is the oldest and largest exclusive manufacturer of dry sausage in the country.  
Telephone: LAwndale 1-2500

2653 OGDEN AVENUE • CHICAGO 8, ILLINOIS

**PORK • BEEF • LAMB • VEAL  
CANNED MEATS  
COMMERCIAL SHORTENINGS  
NATURAL CASINGS • DRY  
SAUSAGE • LARD FLAKES**

**Rath**  
BLACK HAWK  
MEATS  
FROM THE LAND OF CORN

THE RATH PACKING CO., WATERLOO, IOWA

**AROMIX** . . .

Oftentimes it is the highest quality sausage that lags behind in the race for sales . . . because of ineffective seasoning. More and more sausage makers are switching to AROMIX to rescue their lost sausage revenue. A good seasoning is the secret of fast-selling sausage!

AROMIX . . . THE MARK OF QUALITY

AROMIX CORPORATION  
1401-15 W. Hubbard St. • Chicago 22, Ill. • Monroe 6-0970-1

# IMPORTANT FROM

If you use cellophane, or intend

ON AUGUST 1, 1956, a change in code letters for most Du Pont cellophane films went into effect. We believe that this simple change in designation will help you avoid possible confusion with other brand films, and assure you of the unique benefits offered by Du Pont product quality and research.

The only change made by Du Pont is to drop the letter "T" and substitute the letter "D" (for Du Pont). Designations for many specialty films exclusive with Du Pont—such as K-202 or MSC—have not been changed.

Here are a few examples of how the new code looks:

<b>PT</b>	becomes	<b>PD</b>
<b>MT</b>	becomes	<b>MD</b>
<b>MST</b>	becomes	<b>MSD</b>
<b>MSAT</b>	becomes	<b>MSAD</b>
<b>LSAT</b>	becomes	<b>LSAD</b>

## Selling to Get Big Play in Convention Program of Hotel and Restaurant Meat Purveyors' Association

The importance of selling in the surveying industry will be emphasized during the opening day of the 14th annual meeting of the National Association of Hotel and Restaurant Meat Purveyors, to be held Tuesday and Wednesday, October 30 and 31, at the Eden Rock Hotel in Miami Beach.

"Stronger Selling for Greater Profit" will be discussed at the Tuesday luncheon session by Gregory Marburgh, branch manager of Electro-



L. WAXMAN



E. WILLIAMS

lux Corp. in charge of South Florida. Marburgh, who became a sales trainer at 23 and a sales manager at 24, is known nationally for his views on salesmanship and his abilities in sales organization. Sharing the speakers' platform at the luncheon meeting will be Nathan Schweitzer, jr., of Nathan Schweitzer Co., New York City, who will present "The Poultry Outlook."

How to get salesmen, how to train them, how to pay them and how to keep them will be among questions dealt with at a Tuesday afternoon symposium on "Salesmen—Their Problems." Fred Sharpe, director of sales training, National Independent Meat Packers Association, will be moderator. Speakers will include Benjamin Shindler, executive vice president, Puritan Beef Co., New York City; Don Williams, general manager, Burnett Meat Co., Kansas City, Mo.; Reggie C. Jensen, President, Bridgeford Meat Co., San Diego, Calif.; Wilfred Rystogi, Serv-U-Meat Co., Seattle, and Eddie Williams, president, Williams Meat Co., Kansas City, Kans.

Shindler, with Puritan Beef Co. for 19 years and before that a sales representative for Nathan Schweitzer Co., established the first portion control cut meat operation in the New York area about 15 years ago. The Puritan sales force is trained in menu planning, dietetics and food control systems, which, Shindler says, has

been helpful in acquiring and holding what is believed to be the greatest volume of resort business in the East.

Eddie Williams, whose firm enjoys a volume of 1,000,000 lbs. a month, employs 160 to 180 persons, including 26 salesmen. Distribution covers 18 states. Now only 43 years old, Williams has been president of the company for 16 years. He also has been president of the Kansas City Meat Dealers Association for 12 years and is a director and member of the board of governors of the American Royal Livestock and Horse Show.

Following the symposium will be a talk on "Antibiotics in Food Preservation" by Dr. Wilbur H. Miller, director of industrial applications for the fine chemicals division, American Cyanamid Co., who has played a leading role in developing the principle of antibiotic food preservation. There also will be a discussion of "Portion Control—Its present and Future," by Paul A. Spitzer, president of DeBragga & Spitzer, Inc., New York City, and Louis E. Waxman, president, Colonial Beef Co., Philadelphia.

Spitzer, who is president of the National Association of Hotel and



B. SHINDLER



P. SPITLER

Restaurant Meat Purveyors, is the third generation of his family in the meat business and has been trained in all phases. He also has operated several restaurants and resort hotels. He has made a hobby of fine cuisine and is a member of many American and European culinary societies. His firm presently ships into 42 states, many islands and several countries in South America and Europe.

Waxman joined his present firm, then operating as S. E. Sostmann Co., as auditor and general manager in 1934 after serving as office manager for a poultry concern. He purchased control of the Sostmann firm in 1946 and changed its name to Colonial Beef Co. the following year.



It's not a minute too early to start planning a Fall and Winter Pork Sausage Campaign.

To guarantee a truly successful program, you need 3 things:

1. BROOKWOOD PORK SAUSAGE SEASONING.
2. A N A R O - M A T I C MOLDING AND PACKAGING MACHINE.
3. THE COMPLETE ARO-MATIC MERCHANDISING PROGRAM.

If you're not already using ARO-MATIC, get the details now. Send for the free book, "It's Easy to Own an Aro-Matic", that tells you all about it.

The 1956 Merchandising Programs are really something to get excited about!

Remember—Time's A-Wasting . . . lay those plans now . . . and get ready to roll this Fall. We'll help you—and hard!

Write, wire or phone TODAY!

**BASIC FOOD MATERIALS**  
INC.

853 STATE ST.

VERMILION, OHIO



EXPOSED surface of meat in cure (above) and submerged cuts (below) show difference in performance of wooden and steel lids in keeping cuts below pickle level.



WARPING OF wooden lid is seen along right edge of left cover. Note how well steel lid fits over top of curing vat. Two handles facilitate handling.



EASE OF handling steel lid is demonstrated above. Nork illustrates pickle overflow in lid flutes for complete meat coverage.



## Corned Beef Gets Full Treatment

A PROBLEM confronting John P. Harding Market Co., Chicago, nationwide distributor of brisket corned beef, was the proper lidding of curing vats. With its insistence on uniformity in cured product, management believed its lidding technique was inadequate.

The company had been using marine plywood lids. As product became buoyant in curing, it floated upward and pressed against the wooden lid. Since the board absorbed a minute film of pickle which separated it from the meat, certain surface pieces of meat lacked the proper cured color, points out William Bastien, president. Although the meat was cured, its surface area would have a spot that lacked color uniformity. These cuts, and there always were one or two pieces in each curing vat, had to be sold at a slight discount.

Furthermore, continued use of the board tended to aggravate this problem since it would warp and apply excessive pressure in some areas and allow the cuts to bob above the pickle level in other spots.

The wooden board had other disadvantages, says John Nork, assistant to the president. It was difficult to keep clean. It had to be hand scrubbed. There always was the risk that the ends would splinter or chip and the wood would become embedded in the meat.

Lids of various materials were tried but were found unsuitable. Harding management decided to try stainless steel and it proved to be an excellent choice. However the original gauge used was too heavy. All of its curing units are stainless steel leg-mounted vats constructed by St. John and Co.

Nork, in cooperation with William Hentschel of Alloy Equipment Engineers, Addison, Ill., designed a light gauge lid. Through a series of tests conducted at Hardings, a correct depth and spacing for the fluting on the sheet were found. These flutings give the metal its strength and permit the use of a light gauge. The lid is 3 ft. x 4 ft. and weighs 34 pounds.

The firm has been using the new lids for several months with very satisfactory results, says Bastien. They have completely eliminated surface coloring failures. The fluted ridges decrease the surface area of cuts that have contact with the metal. Consequently, all meat is surface immersed completely. Furthermore, the metal is not hygroscopic, and the pickle film between the lid and the meat performs its curing function.

Equally important, for uniform surface color development, is the fact that the metal lid does not warp. It keeps all the meat cuts below the pickle level. There are no bulge pockets that allow the meat to protrude above pickle.

At the end of each curing period, the lids can be sanitized quickly.

The lids as manufactured, are equipped with handles that permit easy lifting and handling. An additional advantage of the stainless lid is the ease with which it slides along the surface of the meat. It can be positioned quickly under the lips of the curing vat.

Harding management believes the new lids can be used to advantage in any curing operation employing cover pickle. The metal lid is light to lift, easy to clean and more durable than wood.

Patents have been applied for on the stainless steel fluted lid.

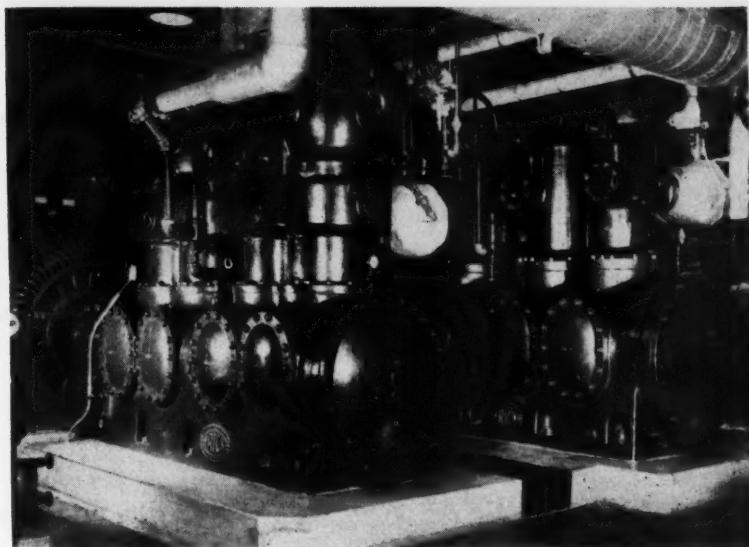
## LOW TEMPERATURE

### Cooling Gets Attention

#### in Modernization of

#### Refrigeration at

#### ESSKAY



FOUR-CYLINDER booster and second-stage compressors at the Baltimore packing plant.

THE REFRIGERATING system of the two-city-block plant of Wm. Schluderberg-T. J. Kudle Co., in Baltimore has been expanded and modernized with growth of the firm.

Low temperature work, which has lately increased in importance, is now handled on a two-stage or booster system to promote economy. A two-cylinder booster compressor of 15-in. bore and 10-in. stroke, installed in 1952, was recently supplemented by a four-cylinder machine of the same bore and stroke. Both compressors discharge through intercoolers into a four-cylinder second-stage unit of 14-in. bore and 12-in. stroke.

To handle the liquid ammonia coming back with the suction gas from the flooded coolers, liquid refrigerant

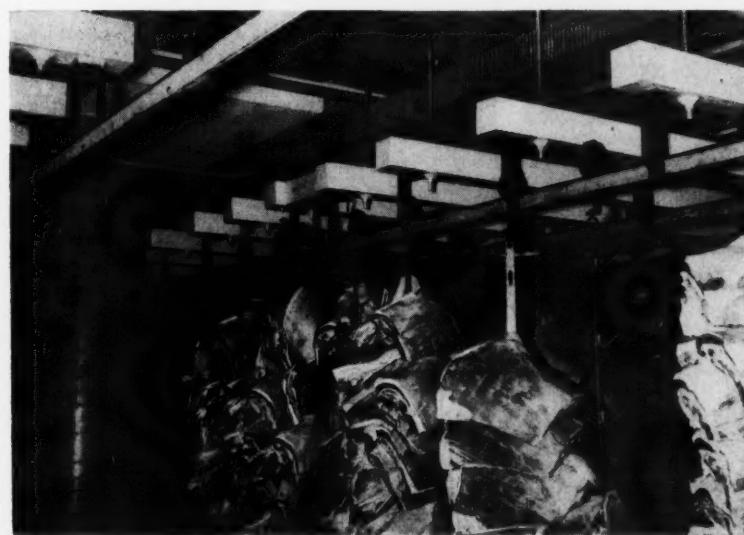
pumps were installed. These are equipped with automatic controls which start the pumps when the liquid reaches a pre-determined level in the accumulators. These pumps are of the "time-gear" design, the pumping gears being operated by a separate set of driving gears; the position of the gears on the shafts is so set that the teeth of the pumping gear never quite touch each other. These pumps, working in two pressure stages, return liquid ammonia to the receiver.

To cool the various meat rooms, 18,400 lineal feet of square-finned pipe were installed under the ceilings. Known as "Prestfin" pipe, this has fins placed on 1-in. or 1½-in. centers, and provides tremendous cooling surface. The fins are fastened to the pipe

by fingers clamped under heavy hydraulic pressure, and hot-dip galvanized to complete the bond. Two galvanized drip pans extend under most of the finned piping; the lower pan, in the shape of a narrow trough, catches any condensation from the underside of the one above it. These coils are of 2-in. pipe and have proved very satisfactory in maintaining the proper humidities in the coolers.

In addition, the plant is equipped with a large number of air cooling units having fans for maintaining rapid circulation. These are installed chiefly in the freezer rooms. They are equipped with defrosting systems, and operate with full-flooded coils. Some of these coils are of bare pipe and others have spiral fins. In the hog chilling room there are 10 brine-spray fan type units.

The new refrigerating equipment was furnished and installed by Frick Company, Waynesboro, Penna.



SQUARE-FINNED pipe coils installed in one of the holding coolers of the Esskay plant.

### AMIF Trouble Shoots on Vinegar Pickled Products

Practical information of value to processors of vinegar pickled meats and sausage, with particular reference to the prevention of discoloration, has been accumulated by the American Meat Institute Foundation and was recently published in a new booklet, "Vinegar Pickled Meats," Bulletin No. 27. The booklet was prepared by Dr. C. F. Niven, jr., chief of the AMIF division of bacteriology.

The publication points out that

# DESIGN FEATURES BATAVIA REFRIGERATED BODIES

## FOR MEAT AND PROVISION USE

- 1 Standard steel construction, electrically-welded for maximum rigidity and long life. Rust-treated framework.
- 2 Heavy duty all-steel Cold-Seal doors with heavy leaf-type hinges and 2-point locks.
- 3 Interior walls and ceiling lined with heavy gauge galvanized steel.
- 4 Welded water-tight 12-gauge tread plate floor pan extending up walls to top of wheelhouse boxes.



... and when bacteria "life" begins, quality ends — meat loses its bloom and beauty and color, spoilage increases.

## PLUS THIS STANDARD EQUIPMENT:

Interior light, tail light, four corner lights and six reflectors; body completely undercoated; fully-recessed type step under each door; heavy duty rear bumper; body painted one color to customer's specifications.

## OPTIONAL EQUIPMENT:

Interiors can be equipped with shelves and/or meat rails.

## BATAVIA BODY COMPANY • BATAVIA, ILLINOIS

This modern Batavia Body has the popular reach-in type design.



Batavia builds a variety of walk-in type bodies to customer specifications.



several problems are encountered in the manufacture of vinegar pickled sausage and pigsfeet. Some of these problems are chemical in nature due to faulty curing and processing or oxidation of the cured meat pigment. Others are of microbial origin.

Green pigsfeet or brown sausage result from nitrite burn due to the presence of excessive nitrite at the time of adding the vinegar.

Faded skin of pigsfeet or the cut ends of sausage may be due to under-curing or to the autoxidation of the cured meat pigment. Ascorbic acid appears to be of value in retarding the onset of fading.

Turbid and ropy vinegar pickles are caused by the growth of acid-tolerant microorganisms. These microorganisms originate primarily from surface contamination of the processed sausage as they are prepared for pickling. The report suggests that such spoilage may be retarded or avoided by:

- 1) Heat process to at least 155° F.;
- 2) Follow strict sanitary precautions in packing, minimizing all contacts;
- 3) Pack sausage in vinegar as soon as possible after processing;
- 4) Maintain vinegar concentration as high as possible without flavor impairment;
- 5) Pre-soak sausage in 50 grain vinegar prior to final packing;
- 6) Eliminate sugar from sausage formula;
- 7) Refrigerate pickled sausage as much as possible;
- 8) Pasteurize the vinegar pickled product.

The formation of gas sufficient to dome or lift the caps from the jars may arise from both chemical reactions and microbial fermentation.

### Group Seeks New Industrial Uses for Farm Products

A new commission to find ways to increase industrial uses of farm commodities has informed President Eisenhower that it will make recommendations in time for legislative action by the next session of Congress.

The study group, known as the Commission on Increased Industrial Uses of Farm Products, is headed by J. LeRoy Welsh of Omaha.

### NATO Food Storage Meeting

Dr. Donald K. Tressler, scientific director of the U. S. Army Quartermaster Corps' Food and Container Institute for the Armed Forces in Chicago and an internationally known food scientist, was the U. S. representative at the meeting of the NATO committee on the storage of foodstuffs which was held in Paris, France, on September 4.



### Mr. Wiener Keeps on Smiling

Mr. Wilber Wiener, a jaunty little guy with a big grin employed as a trade mark by the Wilber Wiener Co., Wilber, Neb., was little daunted by a three-day setback caused by a \$30,000 fire which on August 8 destroyed the roof over the sausage kitchen, spice room and employees' welfare facilities. While 40,000 lbs. of manufactured product stored in the coolers was not harmed, the meat had to be moved elsewhere.

Following the fire regular employees started to clean up while outside help repaired huge gaps in the ceiling with shored plywood and tarpaulin. L. J. Fritz and Albert Yonke, active owners (shown left and right, below), say the plant will be rebuilt within two months.

Founded in 1896, the firm has long been known for its line of specially formulated wieners based on an original Bohemian recipe. The present owners took over the business in 1947 and immediately started to expand the line of products and scope of deliveries. An entirely new plant was built in 1950. Yonke, with 40 years of experience in making sausage, learned his trade in the old country.

The 64 ft. x 130 ft. one-story building, although built to federal specifications, is not MIB-inspected. While the original cost was \$150,000, new machinery is constantly being added. The kitchen equipment is largely of John E. Smith's Sons Co. manufacture. In adjoining areas are four automatically controlled gas-heated smokehouses using hickory sawdust, an oven and two Jourdan cookers. Steam is supplied from a packaged Kewanee boiler alternately fired with natural gas or diesel oil.

Besides producing 10 different sizes and varieties of wieners, the firm makes such special products as an uncooked Jalernice Bohemian liver sausage in rings; old style knackwurst in 3-in. links running six pieces per pound; Jelita, old-fashioned bologna, and dry vegetable loaf.

Advertising by radio, TV, newspapers and large billboards is supplemented by numerous novelites such as animated displays at dealer outlets, reflecting automobile bumper stickers and giveaway premiums.

Deliveries extending over a 100-mile radius in southeastern Nebraska supply stores in 170 towns and cities. Sales are made direct from eight Chevrolet trucks equipped with Lindsey bodies made by the R. P. Olsen Co., and Kold-Hold refrigeration. The firm maintains its own trucks.



## Portion-Packed Cold Meats Introduced to Restaurants

The establishment of a completely new line of individual servings of vacuum-packed cold meats has been announced by Hugh H. Bridgford, president of Bridgford Packing Co., Anaheim, Calif.

This industry innovation enables the restaurant owner to standardize his sandwiches and control his costs, Bridgford said. The restaurateurs also are able to serve each customer with sandwiches and cold plates prepared from freshly-opened packaged meats. Waste and spoilage are reduced to a minimum.

This new line of four varieties—cold plate special, regular sandwich meat, super sandwich meat and club house sandwich meat—is being distributed through regular restaurant supply jobbers.

The cold plate special contains four 4x4-in. slices of assorted meats, weighing a total of 3½ oz. Packed 24 individual servings per carton, the item is priced to restaurants at \$3.48 a dozen. Cartons of regular sandwich meat contain six packages each of six different meat varieties, such as bologna, cooked salami and wieners, making a total of 36 1¾-oz. sandwich portions. Cost to restaurants is \$1.69 per dozen.

More expensive meats, such as cooked ham, corned beef, roast pork and smoked beef tongue, are sold as super sandwich makings at \$3.85 per dozen. These, too, are packed 36 1¾-oz. portions to the carton.

The club house individual portions contain 2½ oz. of ham, cheese and turkey. The items are packed 24 to the box and priced to restaurants at \$5.88 per dozen.

Bridgford is promoting its new line and "cost control plan" with an intensive direct mail campaign addressed to all restaurants and jobbers in California. One promotion piece is a two-color broadside with information on each variety and suggestions for serving the meats to get maximum appeal.

The company also has announced that it plans to begin packaging a line of frozen fresh meats in the near future.

### Financial Notes

Canada Packers, Ltd., Toronto, has announced an additional semi-annual dividend of 12½c on its A and B shares, raising the annual dividend to \$1.75 from \$1.50. First payment at the higher rate will be made October 1.



**NEW, low cost  
AVERY  
food  
packaging  
labels**

### 10 POPULAR SIZES PRINTED TO ORDER

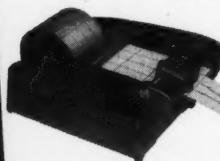
—deliveries twice each month!

Meats, produce, delicatessen and special sale items—ALL are labeled faster, easier and neater with Avery pressure-sensitive labels. They require no moistening...no heat, stick *instantly* and *permanently* with a mere fingertip pressure.

Each label is individually die-cut on rolls, ready for instant use. There's no sorting of loose, messy, or shopworn labels.

With Avery pressure-sensitive labels, you can easily and quickly cover up obsolete information and reduce pre-printed packaging and label inventories. Avery runs special food labels twice each month...ships them in quantities geared to your needs. These huge quantity runs...your own labels plus many others...assure highest quality and definite savings for you.

You'll save time and money by using Avery food packaging labels for product identification, price marking, special promotions and other labeling needs. Mail the coupon today for *free* samples and complete details.



Avery label dispensers...either manual or electric...give fast, clean, economical labeling. There are no expensive equipment costs.

**AVERY ADHESIVE LABEL CORP. DIV. 136**  
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Chicago 5 • 1616 S. California Ave., Monrovia, Calif.  
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Please send *FREE* samples and complete information on Avery food packaging labels.  
 Have the Avery label man call.

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pressure-sensitive  
they stick  
**PERMANENTLY**  
to all packaging  
films & materials

**AVERY**  
Perma-grip  
**LABELS**

# NOW! A FOIL KRAFT CONTAINER WITH A "POP OUT" TOP



Because it's made of foil, this exclusive new container protects food as no other packaging material can. It blocks out light rays, keeps out air, preserves original freshness and flavor.

Yet it opens easily with the flip of a finger—requires no crimping. Pop the top off and you have an attractive tray that's easy to serve from. Pop the top back on and you have a spill-proof container. No fuss, no wasted food.

Attractive tops for these new containers can be designed to your specifications . . . in foil with a printed message on the top, or with a combination of foil and a transparent window that displays the contents to full advantage.

You are not limited to standard sizes or shapes! Our design staff will be happy to work with you to develop

containers in shapes and sizes to suit your needs. Packaging machines are available to meet your requirements.

At Foil Kraft the emphasis is on service. We offer you a complete line of foil containers. Whatever your packaging problems, let Foil Kraft help you select a container that will save you money. For details write or call:

## Kaiser Aluminum

**FOIL KRAFT DIVISION**

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GENERAL OFFICES, 1934 BROADWAY, OAKLAND 12, CALIFORNIA  
TELEPHONE TWINOAKS 3-4600

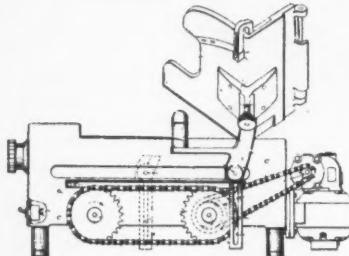
See "THE KAISER ALUMINUM HOUR" Alternate Tuesdays, NBC Network. Consult your local TV listing.

## RECENT PATENTS

The data listed below are only a brief review of recent patents pertinent to the readers and subscribers of this publication.

Complete copies of these patents may be obtained by writing to the Editorial department, The National Provisioner, and remitting 50c for each copy desired. For orders received from outside the United States the cost will be \$1.00 per copy.

No. 2,740,442, DRIVING ATTACHMENT FOR SLICING MACHINES, patented April 3, 1956 by Arnold W. Lundell, Byram, Conn., assignor to Globe Slicing Machine Co.,

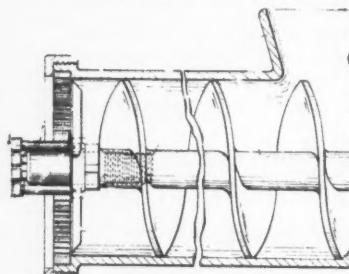


Inc., Stamford, Conn., a corporation of New York.

The attachment is for the main frame of a slicing machine having a power driven knife and a chute having an exposed end and reciprocally mounted on this frame for transporting the product to be sliced to and from the knife.

No. 2,743,751, BEARING STRUCTURE FOR THE SHAFT OF A FEED SCREW OF A MEAT GRINDING MACHINE, patented May 1, 1956 by John A. Klod, Chicago, Ill.

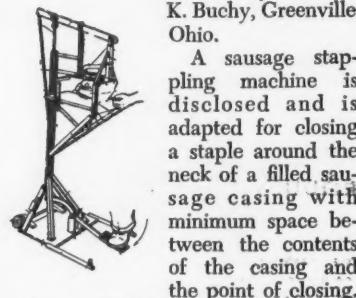
The machine is of the type having



a perforated plate through which ground meat is forced by a feed screw and through an opening of which a shaft projects. The bearing comprises a bearing cage for the shaft providing elongated elements

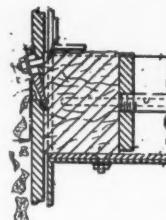
carried by and extending from the plate and embracing this shaft and disposed in spaced relation with respect to each other and each providing a bearing surface for the shaft.

No. 2,748,389, STAPLER FOR SAUSAGE PACKAGE, patented June 5, 1956 by Edmund K. Buchy, Greenville, Ohio.



No. 2,752,252, METHOD OF PRODUCING A FROZEN MEAT PRODUCT, patented June 26, 1956

by Howard M. Condon, Akron, Ohio, assignor to Grand Duchess Steaks, Inc., Akron, Ohio, a corporation of Ohio.



A process of treating meat is disclosed and comprises fast freezing a block of raw meat at a temperature range of 0° F. to -40° F. to be in a hard frozen state throughout, tempering the block to a temperature between 0° F. and 25° F., slicing from the block relatively thin flakes of meat, tempering the flakes to be within a temperature range of 25° F. to 32° F., compressing a multiplicity of the tempered flakes into a compact integrated mass in which the softened flakes are thereby impalpable in the mass, and freezing the compacted mass to hardened state throughout.

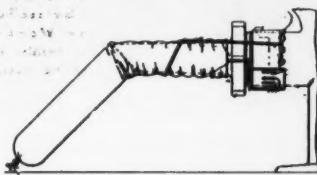
No. 2,745,756, PREPARATION FOR STORAGE OF SOLID ANIMAL PROTEINACEOUS MATERIALS, patented May 15, 1956 by Frederic S. Ruff, Cambridge, Mass., assignor to F. William Andres, Boston, Mass., trustee.

A method of packing animal proteinaceous solids for storage in the frozen state, said solids having solid content of more than 15% and a moisture content of no more than 85% is disclosed and comprises placing unfrozen animal proteinaceous solids having their natural cell structure in a rigid sealable container, drawing a vacuum in the container substantially instantaneously to at least 27.5 inches of Hg to remove from all surfaces of said solids substantially all pressure due to atmosphere and

to remove gases from these solids to permit expansion of moisture therein, hermetically sealing the solids in such condition in the container at the attenuated pressure, and then removing heat from the sealed container and enclosed solids to bring the same to a temperature for storage not exceeding 15° F. whereby it is claimed the storage life of the solids after defrosting is increased.

No. 2,754,538, CASING FILLER AID FOR A SAUSAGE AND FOOD STUFFER, patented July 17, 1956 by Minnie Maier, Valley City, N. Dakota.

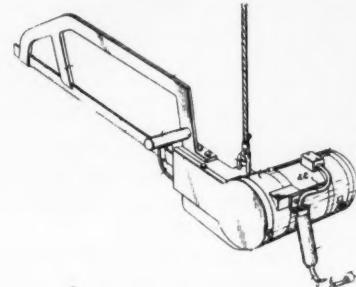
This attachment comprises a long elastic strand member having a looped end engaging around a por-



tion of a casing and around a stuffing tube on which the portion of the casing is disposed, and means for anchoring another portion of the elastic member under tension for yieldably retaining the casing end on the stuffing tube.

No. 2,747,622, CARCASS SAW WITH WASTE-DIVERTING SHIELD, patented May 29, 1956 by Charles Walter Saye, Northboro, Iowa.

This saw comprises a frame extending inwardly from a housing with a bar member slidably mounted in the forward end portion of this housing, a power means for reciprocating the



bar, a saw blade having its teeth extending downwardly and being reciprocally supported by the frame; this saw blade detachably connected to the bar member, and a wide guard shield member extending from the housing in a horizontal plane below the teeth of the saw blade, thence upwardly in a curved path and having its free end portion split and extending upwardly at each side of the rear portion of the saw blade to a plane above the plane of the blade.

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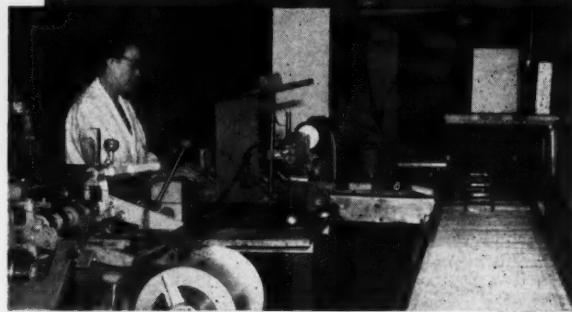
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HOW MUCH  
CAN YOU SAVE

WITH WENDWAY

THE SANITARY FOOD PROCESSING  
CONVEYOR SYSTEMS

Processed products discharged from packing machines are received by Wendway and conveyed directly, rapidly and untouched to the shipping area.

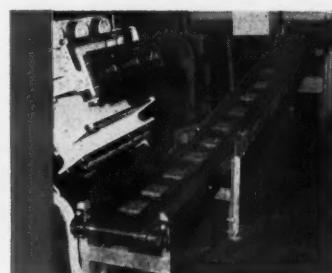


Meat from slicer is fed into wrapping and labeling machine and on to the Wendway system where it is conveyed to the packing area. Speed of Wendway system is synchronized to match other production equipment.

Wendway is the one versatile conveying system that is rapidly gaining the complete acceptance of the nation's top processing and packing plants. Wendway's stainless steel wire belting is ideal for the conveying of meats or other food products. It permits free circulation of air from above or below, does not sag or accumulate fats or grease and can be kept highly sanitary with hot water or by direct steam scalding.



Another sample of Wendway's versatility. Sliced meats shown are conveyed to and from vacuum sealing machine, then on to packing station.



Here you see sliced luncheon meats automatically deposited on Wendway system from bag sealing machine, then conveyed around 90° curve and along rear wall to packing station.



Another Wendway system where variety packs are bagged and conveyed to vacuum packaging machines, then conveyed again through bag shrinking operation before being conveyed to shipping area.



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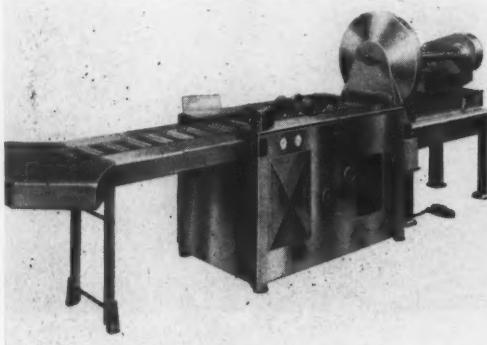
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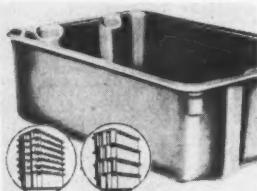
# NEW EQUIPMENT and Supplies

**BACON PACKAGING UNIT (NE 343):** An automatic bacon shingling, weighing and packaging machine is being manufactured by Standard-Knapp, Division of Elmhart Mfg. Co. The unit, which is said to require only six operators, automatically produces



shingled bacon on paperboard, indicates package weight to a third of a bacon slice and is designed to feed a standard overwrap machine without an additional operator. In operation, intermittently sliced bacon falls in groups on a shingling conveyor. These groups are carried to a point where a waxed card is inserted automatically under each group to form a package. All major components of the packaging line are made of stainless steel.

**TOTE PANS (NE 334):** Fiber glass reinforced polyester is being used to manufacture tote pans which stack by the G. B. Lewis Co. Because each



pan end is formed to a different contour offset, pans can be alternated for safe nest stacking, according to the company. Units are said to withstand denting, warping, rotting and softening and resist water, oil and chemicals. Colors are molded in and the surface is smooth.

**WATER CONDITIONER (NE 335):** A water conditioner suitable for use in boilers, steam generators, air conditioning systems and washing equipment to

prevent hard water scale and corrosion is being marketed by Packard Water Conditioner Division, Inc. Some of the advantages of this unit cited by the company are that it reduces fuel and power, operating and maintenance costs while increasing plant efficiency and prolonging equipment life. The conditioner is built in two sections, a dispersing cell and a homogenizing chamber. Water flowing through the unit is passed through a series of alternating fields of static energy to cause an intramolecular disruption while adding kinetic energy to the electrons in the outer orbits of the atom.

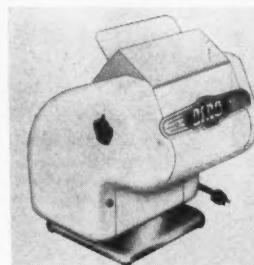
**PORTABLE LINE-PRESSURE CLEANER (NE 331):** A cleaning unit which is said to make plant wash-up a simple spraying operation is being marketed through Oakite Products, Inc. In operation, as hot water rushes through the unit's Venturi element the

detergent solution is drawn up automatically into the flow of water and delivered in a jet stream through the nozzle. The portable cleaner consists of a seamless,



cold-rolled steel detergent tank, equipped with a water hose connection to the hot water supply, a syphon breaker, solution and water control valves. It has a capacity of approximately 15 lbs. of detergent and weighs 25 lbs. when empty. The unit is simple to hook up and use; water and solution control valves may be opened and adjusted.

**STEAK TENDERIZER (NE 341):** A new steak tenderizer being manufactured by The Biro Manufacturing



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Co. features stainless steel surfaces at points of contact with meat. Models are available in standard white finish and stainless steel with chrome and aluminum trim. Three models are equipped with a jet ejector roller knife assembly which, with strippers, is mounted in a self-contained cradle for easy removal.

**WATER FIRE EXTINGUISHER (NE 345):** A stored-pressure water fire extinguisher with a 2½-gal. capacity has been introduced by Ansul Chemical Co. The extinguisher is said to have a 2-A UL



classification and has a shut-off control which permits the operator to turn off water at will to allow efficient use of the liquid. Water is released by operating the squeeze grip carrying handle and has a range of 35 to 40 ft. The unit can be recharged by replacing the water and pressurizing it to 100 lbs. per sq. in. with compressed air. A tri-color gauge measures air pressure. With the addition of anti-freeze, the unit operates well in -40 deg. temperature.

# Meat Merchandising Parade

Pictorial and news review of recent developments in the field of merchandising meat and allied products.



"EVERYWHERE YOU GO . . . Yankee Maid Frankfurters," reads this highway display of Bernard S. Pincus Co., Philadelphia, which is making sure that motorists also see a reminder about Yankee Maid products everywhere they go. The company has saturated the major highways leading to seashore points from Philadelphia on R. C. Maxwell Co. and General Outdoor Advertising structures. Design was created by Edward Schorr, associate art director of Feigenbaum & Wermen Advertising Agency, Inc., Philadelphia.



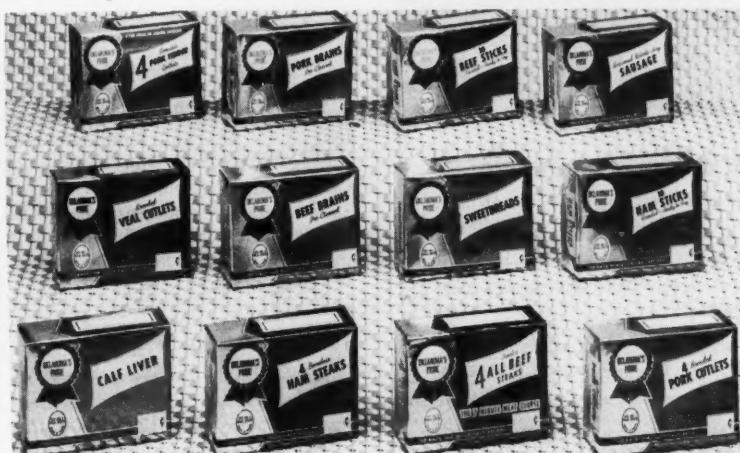
SELF-SELECTION of sliced meats is made easier with this three-color "window" carton produced for Stahl-Meyer, Inc., New York City, by Container Corp. of America, Philadelphia. Same package is used for 15 different vacuum packed cold cuts and luncheon meats. Product name on front, back and two sides of carton assures identification in the display case.



NEW FOLDING carton for shipment of frozen cuts has been developed for Gold Pak Corp., Union City, N.J., by ACM division, Robert Gair Co.



FRESH MEAT products of Colonial Beef Co., Philadelphia, are being packed for institutional use in 5-lb. plastic-lined round paper containers. Printed in two colors, orange and brown, the containers are manufactured by the Sealright Co., Inc.



ALUMINUM FOIL-WRAPPED cartons used by Oklahoma Packing Co., Oklahoma City, for its frozen line "help us emphasize the fact that we have packed cleanly and with care," said John O. Vaughn in reporting wide acceptance for his firm's new Oklahoma's Pride line. Twelve meat courses are wrapped in Alcoa Wrap aluminum foil (Milprint) of eight colors.



TASTY POPS, a bacon-rind snack food manufactured by Wilson & Co., Inc., Chicago, now is available to distributors and wholesalers on a national basis. Packaged in a bright new red and yellow cellophane wrapping, the product is being boosted as a high-profit item for grocers.

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BARREL LINERS



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QUALITY
- LOW  
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CINCINNATI INDUSTRIES INC.  
CINCINNATI 15 (Lockland) OHIO

## Average Family Food Bill \$27 a Week in Spring, '55

Results of a nationwide survey by the U. S. Department of Agriculture show that family spending for food increased about 25 per cent per household between 1948 and 1955, while retail food prices increased only 6.5 per cent.

According to USDA marketing specialists, part of the increased outlay during this period arose from the 6 per cent increase in the average size of families and the 28 per cent rise in income per capita, after taxes. Another factor, the USDA said, is that homemakers bought more expensive foods, including more of those with "built-in" conveniences such as prepackaging and precooking. A number of meat and meat food products now fall in this category.

This picture of the nation's food-buying was obtained in the spring of 1955, when 6,000 families were interviewed in the household food consumption survey made by the USDA's Agricultural Research Service and the Agricultural Marketing service.

The report released recently is the first segment of a large array of food marketing and consumption data

obtained in the nationwide survey. Data from this survey will be released in coming months in a series of reports on food consumption rates and expenditures for 200 food items.

The average family food bill for the nation was \$27 a week in the spring of 1955. Food consumed at home cost \$22, while meals and between-meal food eaten away from home accounted for the remaining \$5. These figures include the cost of soft drinks and alcoholic and other beverages, but they do not include expenditures for many nonfood items, such as soap and paper goods, commonly bought in grocery stores. Since the average household size is 3.43 persons, the average expenditure per member each week was \$7.89 for all food—\$6.50 at home and \$1.39 away from home.

Since 1942, when a similar survey was made, food expenditures per household throughout the country have increased considerably, along with income and prices. They were nearly three times as large in 1955 as the \$10-a-week family average 13 years ago, when incomes were much lower than in 1955.

A more precise comparison can be made for urban families of two or more persons, which were surveyed also in 1948. They spent an average of \$13 in 1942, just twice that much—\$26—in 1948 and \$32 in 1955.

The 1955 survey indicated that total weekly food bills averaged \$31 in the Northeast, \$28 in the North Central region, \$30 in the West and \$22 in the South.

Some decided differences between rural and urban food bills were shown. Urban families of all sizes spent an average of \$30 a week for food, while rural families spent only a little more than half that amount—\$17. Much of this difference is due to the greater quantity of home-produced foods used by rural families.

Single copies of "Household Food Consumption, Preliminary Report, 1955," may be obtained free on request to the office of information of the U. S. Department of Agriculture, Washington 25, D. C.

## 1956 Soil Bank Figures

Final USDA figures released recently show that 555,098 agreements covering more than 12,300,000 acres of cropland, were signed under the soil bank's 1956 acreage reserve program. The USDA estimated that nearly \$261,000,000 in maximum payments could be earned under the agreements made this year.



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SPECIALISTS IN MEAT GRINDING EQUIPMENT SINCE 1925

# The Meat Trail...



AMI SAFETY award for an entire year without a lost-time accident is presented to Roberts "Turkey Brand" Corned Meats Co., San Francisco. William R. Dixon (right), owner and operator of 46-year-old firm, also receives congratulations from E. W. Stevens (left) and C. M. Cannoles, representing the AMI. The firm, which employs eight persons, processes corned beef, corned beef tongue and corned pork. It was founded by Dixon's grandfather, G. H. Roberts, who operated the business until 1933. From 1933 to 1952, Dixon's father, R. H. Dixon, operated the firm. The present owner is a director and past president of the Pacific Coast Meat Jobbers' Association. Of 220 companies participating in the AMI safety program, 11 ended the fiscal year June 30 without an accident.

## Harold Graham Resigns as Head of Maurer-Neuer Plant

HAROLD GRAHAM has resigned as vice president of Maurer-Neuer Corp., Kansas City, Kans., and general manager of the company's plant at Arkansas City, Kans. He said he would devote his time to other activities. A professional industrial engineer, Graham is a veteran of some 22 years in the meat packing industry. He joined Maurer-Neuer in 1952 as assistant manager of the Arkansas City plant, later became manager and was elected a vice president last October.

In announcing Graham's resignation, the company said he had effected progress in "efficient production, improved distribution and harmonious teamwork" and that no changes in the general operations of the plant are planned. Graham stressed modernization and many physical improvements were made.



H. GRAHAM

## Western Boy Meats Takes Over Gibson Firm at Yakima

Gibson Packing Co., Yakima, Wash., has been reorganized and taken over by a new firm, Western Boy Meats, Inc. D. W. FRAME, a Yakima certified public accountant, was named president, and Guy C. PINNEY, formerly western supervisor for Food Management, Inc., Cincinnati, is the new general manager.

Associated with Frame will be Roy MATSON, vice president, and HARCOURT TAYLOR, secretary-treasurer. Under this arrangement, the plant will be operated under the control of the J. M. Perry Institute, Frame explained.

The plant, which is being remodeled and re-equipped, will be one of the most modern meat processing plants in the Northwest, according to Frame. In recent months during the remodeling, the plant has been operated on a limited scale in volume sufficient to hold its federal inspection status.

Pinney, a graduate of Case Institute of Technology at Cleveland, had been with Food Management, Inc., since 1948 and helped in the remodeling of the Yakima plant. He previously was industrial engineer and new plant development supervisor for American Aviation Corp. The new general manager predicted that operations of Western Boy Meats eventually will reach a volume of \$8,000,000 to \$10,000,000 a year.

Originally organized by O. D. GIBSON and his brothers, CHARLES, E. S. and LYMAN, Gibson Packing Co. was sold in 1936 and operated since that time under the direction of HENRY L. COFFIN, president and general manager.

## Canada's Hygrade Building Modern Plant in Montreal

Construction of what is said to be the largest meat processing plant under one roof in Canada has been undertaken by Hygrade Food Products, Inc., Montreal. The new, modern plant, which will have a floor area of 65,000 sq. ft., will be situated on Montreal's Guizot st., near the proposed extension of Metropolitan blvd.

JOSEPH RAPORT, vice president and general manager, announced that the plant is scheduled for completion in the early part of 1957 and will include the latest developments

in meat processing. He said the firm plans an expansion in products, which will include frozen meats and enlarged bacon packaging in addition to the present production of pork sausage, frankfurters, luncheon meats, ham, corned beef, etc.

The decision to erect a completely new building at a new site was occasioned by growing popularity of Hygrade ready-to-eat meats, which necessitated expansion of facilities, Raport explained. Such expansion at the present location on St. Lawrence blvd. was impossible.

All production in the new plant will be patterned in a straight-line flow on one floor. A second story will be used for general offices, dry storage and employees' facilities, the latter to include a modern cafeteria with seating capacity of 200. A special test laboratory will assist in quality control and new product development. Provision also is made for merchandising and sales research operations in the new plant.

Hygrade's modern cafeteria will be made available to women's organizations for their meetings and other activities. Conducted plant tours also will be arranged. The general contractor is Louis Donolo & Co. of Montreal.

## Russell Heads Swift Plant At National Stock Yards

GARLAND RUSSELL has been named manager of the Swift & Company plant at National Stock Yards, Ill., succeeding the late H. E. MADSEN, E. D. FLETCHALL, Swift vice president, announced.

A 31-year Swift veteran, Russell started with the company as a clerk in the beef department in Kansas City in 1925 after receiving the bachelor's degree in agriculture the previous year from the University of Missouri. He has served in the beef grading department and veal department at Chicago and once was head of the beef, lamb and veal department at St. Joseph, Mo.

From 1937 to 1948, Russell was in the office of P. C. SMITH, vice president, and since 1948 he has been head of the lamb department. He



G. RUSSELL

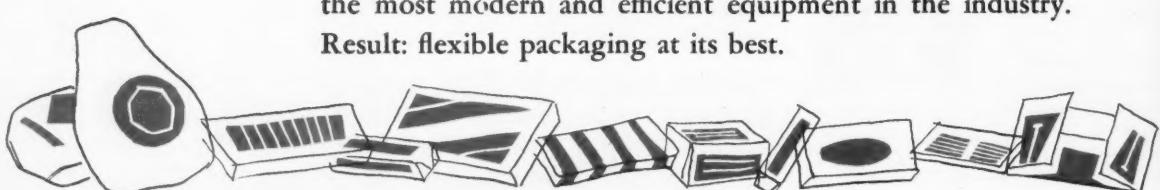


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has been active on the lamb committee of the American Meat Institute, serving as chairman since 1954. He also has been a member of the Lamb Industry Committee and the Defense Meat Board.

### Modernized Detroit Plant To Reopen under New Owners

Detroit Packing Co., Detroit, has been purchased by new interests and reopens Monday, September 10, following complete remodeling of the plant at 1120 Springwells. The firm, one of Detroit's oldest packing companies, had been adjudicated a bankrupt under the previous management, which was headed by NORMAN ALLAN as president.

More than \$150,000 has been spent in modernizing the plant, according to SAMUEL KATCHEN, new president and general manager. Operations have been streamlined on a modern assembly-line basis, and a fleet of new refrigerated delivery trucks has been added.

"The new Detroit Packing Co. operation will fill a definite need for Michigan livestock producers as an outlet for all classes of livestock," Katchen said. "Our new plant will be the only complete federally-inspected packinghouse in the entire state of Michigan. Because we are federally inspected, we can and will sell our products throughout the United States and export them all over the world. In addition, our plant will give local wholesale meat buyers a new centralized source of supply where they can get on-the-spot delivery of fresh killed and smoked meats."

The new streamlined operation of the 188,000-sq.-ft. plant will result in an annual slaughtering capacity of 500,000 hogs, 200,000 calves, 100,000 lambs and 50,000 cattle. The 7½-acre plant site has its own receiving yard for livestock.

The plant is completely unionized and will employ up to 500 workers affiliated with the Amalgamated Meat Cutters and Butcher Workmen of North America, AFL-CIO, Katchen said.

The long-established company brand names, including Bestmaid, Wyandotte and Detroiter, will be retained when the new ownership is ready to enter the market with consumer products such as frankfurters and luncheon meats.

Executives of the company, in addition to Katchen, include GILBERT ADAMS, secretary-treasurer, and JOHN JUDD, superintendent. All three men have spent their entire careers in the meat packing industry.

## JOBS

The appointment of GEORGE JORGENSEN as production manager of Marhoefer Packing Co., Inc., Muncie, Ind., has been announced by JOHN MARHOEFER, president. A 27-year industry veteran, Jorgenson is a specialist in canned and smoked meat processing and pork dressing operations. Before joining Marhoefer, he operated his own consulting firm. Marhoefer Packing Co. currently is restudying its order assembly operations with a view to streamlining them to the distributive nature of the company's business.

Silver Skillet Brands, Inc., Skokie, Ill., has announced the appointment of A. S. PIETRYKOWSKI as assistant to the executive vice president, MILTON W. HORWITZ. Pietrykowski will be in charge of production and packaging operations.

FRANK and HARRY SALTER have personally taken over operations of their Star Packing Co. unit which recently moved to 4100 E. Bandini blvd., Los Angeles. The brothers also are owners and operators of Salter Packing Co., which is also located in Los Angeles.

New manager of the Burns & Co.,



G. JORGENSEN

Ltd., branch in Prince Rupert, B. C., is W. G. MCGRUTHER, who had been branch manager at Yellowknife, Northwest Territories, since 1934.

T. S. PAGE has been named manager of the Chattanooga branch of The Cudahy Packing Co., shifting jobs with EMMETT E. BURKE, who succeeds Page as head of the company's Atlanta produce department.

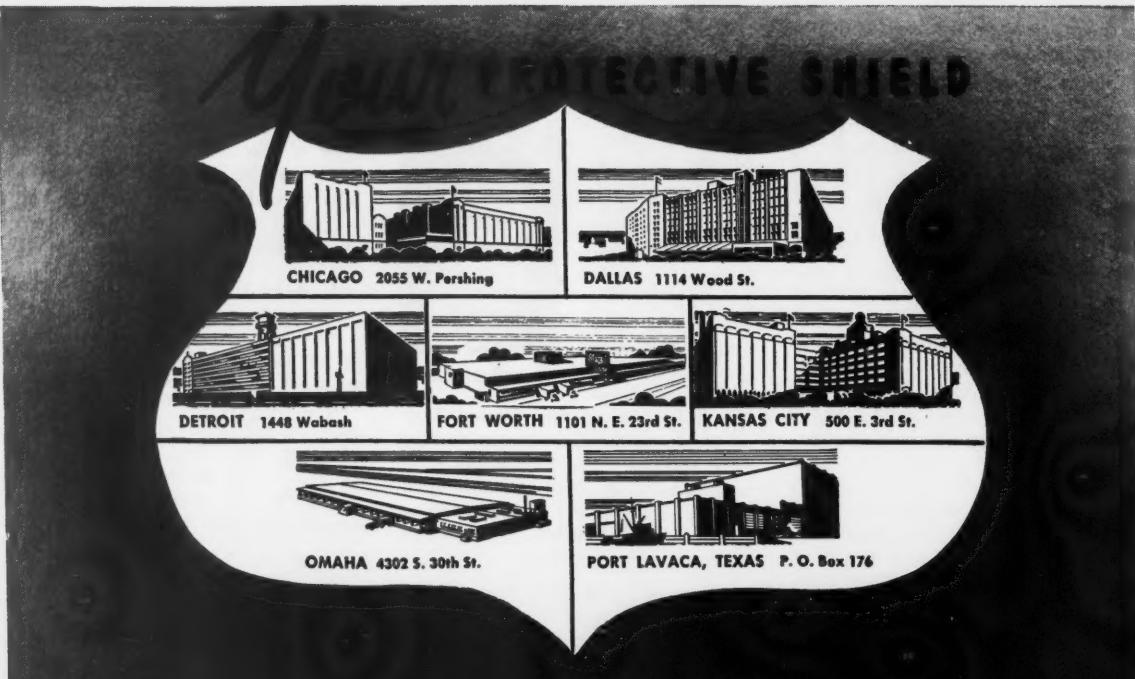
## PLANTS

American Stores Co. is ready to break ground for a completely new plant at Lincoln, Nebr., to cost an estimated \$1,500,000. Stock pens now are being moved at the present plant to clear that area, which will be the site of the new structure. Expected to be ready for operation about next July, the new plant will have a Can-Pac system beef kill with capacity of approximately 100 head per hour and sausage, curing and rendering departments. ALBERT J. FAULHABER, vice president of American Stores Co., 124 N. 15th st., Philadelphia, is in charge of the project. GEORGE DAVID is general manager of the company's Lincoln Packing Division.

The Merchants Co., which owns Central Packing Co. in Hattiesburg, Miss., has begun construction of a new \$100,000 branch house at Mulberry and Grove sts., Vicksburg, Miss. The modern, refrigerated building, of concrete, steel and brick, will replace present rented facilities in



AWARD CERTIFICATES for free Bermuda vacations are presented by Albert H. Merkel, Jr. (left), sales and advertising coordinator of Merkel, Inc., Jamaica, N. Y., to winners in Merkel's "My Favorite Food Store" contest. Recipients are (l. to r.): Mrs. Maurice Eppinger and Eppinger, owners of Eppinger's, the "favorite food store"; Mrs. Joseph Cullin and Cullin. Mrs. Cullin's entry won the first prize trip for the two Bronx couples. More than 300 other contestants also will receive prizes, and retailers whose stores they named will get duplicate prizes. Merkel said the contest generated a great deal of retailer enthusiasm and was responsible for the establishing of new sales outlets and broader product distribution.



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- Increases Yield!
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**FROZEN FOOD PROCESSORS**  
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For Tomorrow's Business

Vicksburg. W. W. WRIGHT, president, said the new branch house should be ready for occupancy within 90 days. The company also has distribution centers in Jackson and Gulfport, Miss., and Bogalusa, La. Products of the Hattiesburg plant are marketed under the firm's Pine Burr label. The company also is exclusive distributor for Wilson & Co. products throughout Southern Mississippi. C. E. CARTER is resident manager of the Vicksburg branch.

Luer Packing Co., Los Angeles, is putting into operation an auto-

matic capping machine for plastic containers. It is believed to be the first successful application of automatic closing equipment for this type of container and opens up new packaging possibilities for the firm.

## TRAILMARKS

W. M. NEILSEN, vice president of John E. Staren Co., Chicago, has been appointed manager of the brokerage firm's Los Angeles office, situated at 117 W. 9th st. The telephone number in Los Angeles is Michigan 7507.

Sixty-two years of servicing Southern New York and Northern Pennsylvania was marked by Armour and Company with an open house for food dealers and their families at the firm's newly-redesigned branch house in Elmira, N. Y. Special Armour demonstrations also were conducted in Elmira food stores by MARGARET WALLS, "Miss Wisconsin of 1956."

H. E. (HERB) WELHENER, plant manager of Peters Sausage Co., Ann Arbor, Mich., and his wife, BETTY, are vacationing in California but will be back in the Midwest for the American Meat Institute convention. Welhener lost his right arm in a plant accident this summer.

The quality of animals entered by Iowa 4-H Club boys and girls in the baby beef show at this year's Iowa State Fair was outstanding, according to CARL BENTZINGER, head cattle buyer for John Morrell & Co., Ottumwa, and Prof. P. S. SHEARER of Iowa State College, who judged the championship classes. The youngsters realized a total of \$107,603 from the sale of 393 baby beesves at auction following the show. Others were withheld from the sale for further feeding or exhibition in later shows.

Dr. HOWARD A. MILO, director of the bureau of animal industry in the Pennsylvania Department of Agricul-

ture, Harrisburg, recently rounded out his 40th year of service with the department. Agriculture Secretary WILLIAM L. HENNING commended him for outstanding work.

Eleven young Arkansans will be starting college this fall with the aid of Capital Pride scholarships, awarded by C. Finkbeiner, Inc., Little Rock, on the television program, "Scholarship Quiz." In addition to promoting the company's Capital Pride meat products, the program represents an effort to encourage more young people to attend Arkansas schools and remain to help build the state.

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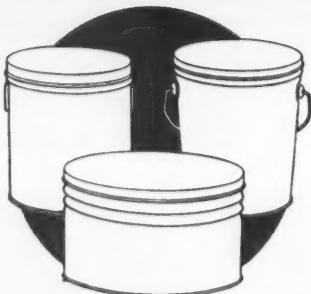


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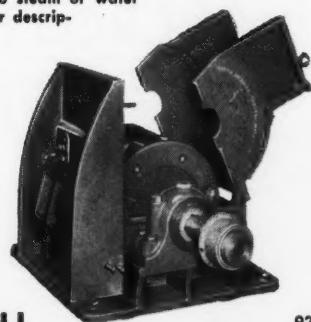
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1911 Warrington Road      Sioux City, Iowa  
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# ALL MEAT... output, exports, imports, stocks

## Meat Output Up; Below Last Year

Production of meat under federal inspection last week showed a substantial gain over a week earlier because of increased slaughter of all meat animals. Volume for the period rose 6 per cent to 377,000,000 lbs. from 356,000,000 lbs. produced the previous week, but with slaughter of hogs and cattle continuing below last year, current meat output was 2 per cent smaller than last year's total of 385,000,000 lbs. for the same week. Cattle kill rose 6 per cent for the week, but lagged 2 per cent under a year earlier, while hog slaughter, up 4 per cent, was only a shade below last year.

Week Ended	BEEF		PORK		TOTAL MEAT PROD.	
	Number M's	Production Mill. lbs.	(Excl. lard)	Number M's	Production Mill. lbs.	
Sept. 1, 1956	390	203.2	1,051	138.3		
Aug. 25, 1956	368	190.6	1,008	132.7		
Sept. 3, 1955	400	212.0	1,061	141.5		

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD.
	Number M's	Production Mill. lbs.	Number M's	Production Mill. lbs.	
Sept. 1, 1956	170	22.8	284	12.5	377
Aug. 25, 1956	147	20.4	272	12.0	356
Sept. 3, 1955	153	19.9	269	11.8	385

1950-56 HIGH WEEK'S KILL: Cattle, 427,165; Hogs, 1,859,215; Calves, 185,965; Sheep and Lambs, 369,561.  
1950-56 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

Week Ended	AVERAGE WEIGHTS AND YIELD (LBS.)					
	CATTLE		HOGS		LARD PROD.	
	Live	Dressed	Live	Dressed	Per cwt.	Ibs.
Sept. 1, 1956	955	521	230	132		
Aug. 25, 1956	950	518	230	132		
Sept. 3, 1955	964	530	232	133		

Week Ended	SHEEP AND LAMBS					
	CALVES		LARD PROD.		LAMB PROD.	
	Live	Dressed	Live	Dressed	Per cwt.	Ibs.
Sept. 1, 1956	240	134	93	44	—	33.8*
Aug. 2, 1956	240	134	93	44	—	33.7*
Sept. 3, 1955	233	130	94	44	13.9	34.3

\*Estimated by the Provisioner

### ACTUAL FEDERALLY INSPECTED SLAUGHTER AND REVISED ESTIMATE OF MEAT, LARD PRODUCTION BY WEEKS, JULY, 1956

Cattle	Calves	Hogs	Sheep and Lambs	Total meat prod.	Yield per 100 lb. Pro.	
Week ended	Number 000's	Prod. 000's mil. lb.	Number 000's	Prod. 000's mil. lb.	Number 000's mil. lb.	Prod. 000's mil. lb.
July 7, 1956	186.7	103	13.8	853	116.8	225
July 14, 1956	229.5	152	20.7	970	133.8	202
July 21, 1956	224.4	153	21.3	1,015	140.1	268
July 28, 1956	216.2	143	19.8	957	131.1	273

steer and heifer beef, good average quality, under 800 lbs., 9-3/4d per lb. (11c.); and boneless cow beef 10-1/2d (12c.).

The support price for the best lightweight lamb carcasses is 15-1/2d per lb. (18c. U.S.). The guarantee for ewe mutton carcasses is 4-3/4d per lb. (5.5 c.).

### U. S. Lard Storage Stocks

Stocks of lard and rendered pork fat at packing plants, factories and warehouses, refrigerated and non-refrigerated, on July 31, 1956 totaled 178,461,000 lbs., according to the Bureau of Census. This was a decrease from 203,206,000 lbs. a month before, but 51 per cent larger than the 117,578,000 lbs. on the same date a year earlier.

### MEAT EXPORTS, IMPORTS

Export business in lard decreased in June to 44,762,498 lbs. from 59,328,058 lbs. in May, but was considerably larger than the 32,365,374 lbs. shipped out in June, 1955. Exports of edible tallow fell to 1,854,239 lbs. from 2,724,969 lbs. in May, but were about six times the 309,607 lbs. shipped in June last year. Movement abroad of 105,944,007 lbs. of inedible tallow in June was down from 123,963,082 lbs. in May, but heavier than the 100,886,995 lbs. in June, 1955.

On the import side, inshipments of canned beef at 6,063,134 lbs. showed an increase from 4,428,347 lbs. in May, but a drop from 10,513,646 lbs. in June last year. Imports of canned and cooked hams and shoulders at 8,231,433 lbs. were down from 9,913,975 lbs. in May, but larger than the 7,439,061 lbs. in June of last year. The USDA report on exports and imports of meat industry products by items is as follows:

EXPORTS (domestic):	June 1956	June 1955
	Pounds	Pounds
Beef and veal—		
Fresh or frozen .....	4,241,083	644,025
Pickled or cured .....	1,678,088	1,360,800
Pork—		
Hams and shoulders, cured or cooked and bacon .....	1,952,611	1,416,465
Other pork, fresh, frozen, pickled, salted or otherwise cured...	2,969,853	3,720,449
Other meats, except canned (Incl. edible animal organs) .....	7,514,195	6,043,759
Canned meats—		
Beef and veal .....	169,519	182,848
Sausage, prepared sausage meats, bologna and frankfurters .....	125,004	231,200
Port .....	354,861	354,220
Lard, includes rend.		
pork fat and shortenings (chief wt. animal fat) .....	44,762,498	32,365,374
Tallow, edible .....	1,854,239	309,607
Tallow, inedible .....	105,944,007	100,886,995
Inedible animal oils, greases and fats, n.e.c. ....	11,772,086	11,290,712
IMPORTS—		
Beef, fresh or frozen...	1,387,156	1,604,022
Veal, fresh or frozen...	.....	64,505
Beef and veal, pickled or cured .....	1,168,119	925,165
Canned beef (includes corned beef) .....	6,063,134	10,513,646
Pork, fresh or chilled or frozen .....	3,172,567	4,865,499
Hams, shoulders, bacon and other pork <sup>1</sup> .....	416,773	806,422
Canned cooked hams and shoulders .....	8,231,433	7,439,061
Other pork, prepared or preserved <sup>2</sup> .....	1,241,290	1,208,274
Meats, fresh, chilled frozen, n.e.s. ....	.....	61,788
Meats, canned, prop. or pres., n.e.s. ....	256,190	280,808
Lamb, mutton and goat meat .....	56,641	5,614
Tallow, inedible .....	.....	37,760
Animal fats, and greases n.e.s. ....	.....	119,900

<sup>1</sup>Not cooked, boned or canned or made into sausage.

<sup>2</sup>Includes fresh pork sausage.

# PROCESSED MEATS . . . SUPPLIES

## July Meat Output 15% Above Last Year; Seven-Month Aggregate is 10% Higher

**T**OTAL meat production in the United States during July amounted to 2,079,000,000 lbs., the Crop Reporting Board has announced. This was a small gain from June output of 2,059,000,000 lbs. and 15 per cent larger than July 1955 output of 1,815,000,000 lbs. Federally inspected slaughter and that in other wholesale and retail establishments are included in these totals, but not farm slaughter.

The seven-month aggregate reached a record volume of 15,318,000,000 lbs. for a 10 per cent increase over last year's 13,931,000,000 lbs. for the same period. Comparing the seven-month period with that of last year, total beef and pork were each up 11 per cent, veal rose 1 per cent, while lamb and mutton production fell 2 per cent. Lard production at 1,515,000,000 lbs. was up 14 per cent over the 1,325,000,000 lbs. last year.

July beef production established a record volume of 1,199,000,000 lbs. with a 2 per cent rise over June output of 1,173,000,000 lbs. and a 15 per cent gain over July 1955 production of 1,045,000,000 lbs. Cattle slaughter for the month numbered 2,291,000 head compared with 2,219,000 in June and 2,055,000 in July last year. Average cattle weight at 945 lbs. was 19 lbs. above last year.

Output of veal totaled 132,000,000

lbs. for a 7 per cent increase over both June and July 1955 production of 123,000,000 lbs. Calf slaughter numbered 981,600 head for a 4 per cent gain over June kill of 943,200 and a 5 per cent rise over the July 1955 kill of 933,100. Calves at 242 lbs. averaged 6 lbs. heavier than last year.

Pork production in July totaled 691,000,000 lbs., down 3 per cent from June output of 711,000,000 lbs., but 16 per cent above July 1955 production of 594,000,000 lbs. Hog slaughter for the month at 5,070,000 head numbered 2 per cent below the June count of 5,180,200 head, but 21 per cent larger than the July 1955 kill of 4,197,100. Hogs averaged 241 lbs. in weight compared with 250 lbs. last year.

Lard production in July at 170,000,000 lbs. was down 6 per cent from 180,000,000 lbs. in June, but 16 per cent larger than the 147,000,000 lbs. in July 1955. Lard yield per hog in July was about 33.5 lbs. as against 35.3 lbs. last year.

Production of lamb and mutton in July totaled 57,000,000 lbs. for a 10 per cent gain over 52,000,000 lbs. in June and an 8 per cent increase over July 1955 output of 53,000,000 lbs. Slaughter of the animals numbered 1,314,000, 1,231,000 and 1,219,000 head for the three periods, respectively.

### DOMESTIC SAUSAGE

(l.c.l. prices)

Pork sausage, hog cas...	43	@45
Pork saus., bulk, 1-lb. ....	37	@41
Pork saus., sheen cas...	44	
1-lb. pkgs. ....	54	@57
Fork sausage, sheen cas...	52	@55
Frankfurters, sheen cas...	52	@57
Frankfurters, skinless. ....	40	@43
Bologna (ring) ....	38	@43
Bologna, 1-lb. cas...	44	@45
Smoked Liver, hog bungs...	41	@51
Smoked Liver, art. cas...	34	@42
Polish sausage, smoked. ....	47	@54
New Eng. lunch. spec...	57	@67
Olive loaf. ....	42	@45
Tongue and Blood. ....	42	@67
Penner loaf. ....	53	@69
Pickle & Pimento loaf. ....	40	@44

### DRY SAUSAGE

(l.c.l. prices)

Cervelat, ch. hog bungs...	89	@92
Thuringer. ....	46	@50
Farmer. ....	64	@67
Holsteiner. ....	73	@75
B. C. Salami. ....	79	@82
Popcorn. ....	79	@71
Gemon style lamb, ch. ....	94	@97
Cooked salami. ....	82	@85
Sicilian. ....	72	@75
Gotoborg. ....	71	@74
Mortadella. ....	49	@72

### SPICES

(Basis, Chgo., orig. bbls., bags bales)

Whole Ground

Allspice prime. ....	1.00	1.10
Resifted. ....	1.07	1.17
Chili, Powder. ....	47	
Chili, Pepper. ....	41	
Cloves, Zanzibar. ....	60	66
Ginger, Jam, unbl. ....	95	1.02
Mace, fancy Banda. ....	3.25	3.50
West Indies. ....	3.36	
East Indies. ....	3.10	
Mustard, flour, fancy. ....	37	
No. 1. ....	33	
West India Nutmeg. ....	1.30	
Paprika, Spanish. ....	51	
Pepper, cayenne. ....	54	
Pepper:		
Red. No. 1. ....	54	
White. ....	51	
Black. ....	49	53

### SEEDS AND HERBS

(l.c.l. prices)

	Ground	Whole for sausage
Carnaway seed. ....	26	31
Comino seed. ....	26	31
Mustard seed:		
fancy. ....	23	
yellow Amer. ....	17	
Oregano. ....	34	
Coriander:		
Morocco, No. 1. ....	21	25
Marjoram. ....		
French. ....	60	65
Sage, Dalmatian. ....	58	66

### SAUSAGE CASINGS

(l.c.l. prices quoted to manufacturers of sausage)

Beef Casings:			
Rounds:			
Export, narrow, 32/35 mm. ....	1.10	@1.35	
Export, med., 35/38 mm. ....	90	@1.10	
Export, med. wide, 38/40 mm. ....	90	@1.25	
Export, wide, 40/44 mm. ....	1.30	@1.50	
Export, jumbo, 44/up. ....	2.00	@2.40	
Domestic, regular. ....	60	@.85	
Domestic, wide. ....	75	@1.10	
No. 1 weasand:			
24 in. up. ....	12	@ 16	
No. 2 weas., 22 in. up. ....	9	@ 14	
Middles:			
Sewing, 1% @21/4 in. ....	1.25	@1.65	
Select, wide, 2@21/4 in. ....	1.85	@2.10	
Extra select, 21/2@21/4 in. ....	2.25	@2.60	
Bungs, exp. No. 1. ....	25	@ 34	
Bungs, domestic. ....	18	@ 25	
Dried or salt bladders, piece:			
8-12 in. wide, flat. ....	9	@ 10	
10-12 in. wide, flat. ....	9	@ 11	
12-15 in. wide, flat. ....	15	@ 18	
Pork Casings:			
Extra narrow, 20 mm. ....			
and down. ....	4.00	@4.15	
Narrow, 29@32 mm. ....	3.75	@4.15	
Medium, 32@35 mm. ....	2.25	@2.50	
Spec. medium, 35@38 mm. ....	1.75	@2.50	
Hog Bungs—			
Sow. ....	578	031	
Export, 34 in. cut. ....	456	052	
Large prime, 34 in. ....	34	@ 36	
Medium prime, 34 in. ....	25	@ 27	
Small prime, 34 in. ....	16	@ 20	
Middle, 1 per set, cap off, ....	55	@ 60	
Sheep Casings (per bank):			
26/28 mm. ....		5.25	@ 6.00
24/26 mm. ....		5.50	@ 6.05
22/24 mm. ....		4.90	@ 5.25
20/22 mm. ....		4.00	@ 4.30
18/20 mm. ....		3.00	@ 3.25
16/18 mm. ....		1.85	@ 2.30
CURING MATERIALS			
Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo. ....	\$11.35	Cwt.	
Pure rfd., gran. nitrate of soda. ....	5.65		
Pure rfd. powdered nitrate of soda. ....	8.65		
Salt, paper sacked, f.o.b. Chgo., gran. carlots. ton. ....	29.40		
Rock salt, ton in 100-lb. bags, f.o.b. whe., Chgo. ....	27.40		
Sugar—			
Raw, 96 basis, f.o.b. N.Y. ....	6.13		
Refined standard cane gran. basis (Chgo.). ....	8.50		
Packers, curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2% ....	8.15		
Dextrose (less 20c):			
Cerecose, Regular cwt. ....	7.40		
Ex-Warehouse, Chicago. ....	7.50		

### CHICAGO LARD STOCKS

Lard inventories in Chicago on August 31 totaled 72,805,878 lbs., according to the Chicago Board of Trade. This compared with 84,185,956 lbs. in storage on July 31 and 19,561,806 lbs. on the same date a year earlier.

Lard stocks by classes appear below as follows:

	Aug. 31 1956	July 31 1956	Aug. 31 1955
P.S. Lard (a)....	56,017,705	64,205,745	13,947,889
P.S. Lard (b)....	.....	.....	.....
Dry Rendered. ....	14,832,044	17,933,211	4,069,306
Dry Rendered. ....	.....	.....	.....
Lard (b)....	1,956,129	2,047,000	1,544,611
Other Lard. ....	72,805,878	84,185,956	19,561,806
<b>TOTAL LARD.</b>	<b>72,805,878</b>	<b>84,185,956</b>	<b>19,561,806</b>

(a) Made since Oct. 1, 1955.

(b) Made previous to Oct. 1, 1955.

### ST. LOUIS PROVISIONS

Provision stocks in St. Louis and East St. Louis on August 31, 1956 totaled 5,454,960 lbs. of pork meats compared with 8,073,840 lbs. at the close of July and 6,524,059 lbs. a year earlier, the St. Louis Livestock Exchange has reported. Lard stocks totaled 1,892,122 lbs. compared with 2,034,916 lbs. a month before and 2,352,214 lbs. a year earlier.

### MEAT PRODUCTS GRADED

Total meats and meat products, graded or certified as complying with specifications of the U. S. Department of Agriculture in 1,000 lbs.

	July 1956	June 1956	July 1955
Beef. ....	578,031	610,323	497,210
Veal and calf. ....	23,745	27,585	30,457
Lamb, yearling, and mutton. ....	15,762	15,314	16,526
Totals. ....	617,538	653,222	544,193
All other meats, lard. ....	17,854	18,501	11,409
Grand totals. ....	635,392	671,723	555,602

# BEEF-VEAL-LAMB... Chicago and outside

## CHICAGO

September 4, 1956

### WHOLESALE FRESH MEATS

#### CARCASS BEEF

Steer:			
Prime, 600/800	47		
Choice, 500/700	45 1/2		
Good, 700/800	45 1/2		
Bull, 500/700	46		
Bull, 24 1/2	24 1/2		
Commercial cow	25 @25 1/2		
Canner-cutter cow	21 1/2		

#### BEEF PRODUCTS

Tongues, No. 1, 100's	26	@ 26 1/2	
Hearts, reg. 100's	12		
Livers, select, 35/50's	20 1/2		
Livers, reg., 35/50's	13 1/2		
Lips, scalded, 100's	9 1/2		
Lips, unscalded, 100's	7 1/2		
Tripe, scalded, 100's	7 1/2 @ 7 1/2		
Tripe, cooked, 100's	7 1/2		
Meats, 100's	6 1/2		
Lungs, 100's	6 1/2		
Udders, 100's	4 1/2		

#### PRIMAL BEEF CUTS

#### FANCY MEATS

(l.c.l. prices)

Beef tongues, corned...	40		
Veal breads,			
under 12 oz.	82		
12 oz./up	90		
Calf tongues, 1 lb./dn.	23		
Ox tails, under 1/2 lb.	10		
Ox tails, over 3/4 lb.	12		

#### BEEF SAUS. MATERIALS

#### FRESH

Hindqtrs., 5/800	58		
Foreqtrs., 5/800	38		
Rounds, all wts.	48		
Td. loins, 50/70 (lcl.)	92 @ 69 1/2		
Sq. chucks, 70/90	37		
Arm chucks, 80/110	34		
Briskets (lcl.)	33		
Ribs, 25/35 (lcl.)	66 @ 33 1/2		
Flanks, rough No. 1	12 1/2		
Flanks, rough No. 1	14 1/2		

#### CHICAGO

Hindqtrs., 5/800	55 @ 56		
Foreqtrs., 5/800	35 @ 36		
Rounds, all wts.	47 @ 47 1/2		
Td. loins, 50/70 (lcl.)	86 @ 69 1/2		
Sq. chucks, 70/90	37		
Arm chucks, 80/110	34 @ 33 1/2		
Briskets (lcl.)	33		
Ribs, 25/35 (lcl.)	66 @ 33 1/2		
Flanks, rough No. 1	12 1/2		
Flanks, rough No. 1	14 1/2		

#### PRIMAL BEEF CUTS

Good (all wts.):			
Rounds	45 @ 46		
Sq. cut chucks	31 @ 32		
Briskets	52 @ 54		
Loins	71 @ 73		

#### COW & BULL TENDERLOINS

Fresh J/L C-C grade	Froz. C/L		
59 Cow, 3/3dn.	61 @ 63		
75 @ 77 Cow, 3/3dn.	68 @ 70		
80 @ 83 Cow, 5/5dn.	74		
90 @ 95 Cow, 5/5dn.	86 @ 88		
Bull, 5/5dn.	84 @ 86		

#### BEEF HAM SETS

Insides, 12/up	37 @ 40		
Outsides, 8/up	35 @ 37 1/2		
Knuckles, 7 1/2/up	37 @ 40		

#### CARCASS MUTTON

Choice, 70/down	13 @ 14		
Good, 70/down	12 @ 13		

#### PACIFIC COAST WHOLESALE MEAT PRICES

FRESH BEEF (Carcass):	Los Angeles Sept. 4	San Francisco Sept. 4	No. Portland Sept. 4
STEER:			
Choice:			
500-600 lbs.	\$40.50 @ 42.00	\$42.00 @ 43.00	\$42.00 @ 44.00
600-700 lbs.	39.50 @ 41.00	40.00 @ 42.00	41.00 @ 43.50
Good:			
500-600 lbs.	36.00 @ 38.00	37.00 @ 39.00	40.00 @ 42.00
600-700 lbs.	35.00 @ 37.00	36.00 @ 37.00	39.00 @ 41.00
Standard:			
350-600 lbs.	33.00 @ 36.00	33.00 @ 35.00	31.00 @ 37.00
COW:			
Standard, all wts.	None quoted	26.00 @ 28.00	None quoted
Commercial, all wts.	24.00 @ 26.00	23.00 @ 26.00	24.00 @ 29.00
Utility, all wts.	23.00 @ 25.00	21.00 @ 22.00	22.00 @ 26.00
Canner-cutter	None quoted	18.00 @ 21.00	19.00 @ 22.00
Bull, util. & coml.	26.00 @ 29.00	28.00 @ 30.00	None quoted
FRESH CALF	(Skin-off)	(Skin-off)	(Skin-off)
Choice:			
200 lbs. down	38.00 @ 40.00	35.00 @ 37.00	32.00 @ 35.00
Good:			
200 lbs. down	35.00 @ 37.00	34.00 @ 36.00	30.00 @ 33.00
LAMB (Carcass):			
Prime:			
45-55 lbs.	41.00 @ 43.00	42.00 @ 43.00	41.00 @ 44.00
55-65 lbs.	41.00 @ 42.00	40.00 @ 42.00	40.00 @ 42.00
Choice:			
45-55 lbs.	41.00 @ 43.00	41.00 @ 43.00	41.00 @ 44.00
55-65 lbs.	41.00 @ 42.00	39.00 @ 41.00	40.00 @ 42.00
Good, all wts.	37.00 @ 42.00	34.00 @ 39.00	34.00 @ 40.00
MUTTON (EWE):			
Choice, 70 lbs. down	14.00 @ 18.00	None quoted	11.00 @ 14.00
Good, 70 lbs. down	14.00 @ 18.00	None quoted	12.00 @ 15.00

## NEW YORK

September 4, 1956

### WHOLESALE FRESH MEATS

#### BEEF CUTS

Steer:	Western (l.c.l. prices)	Lb.
(l.c.l. prices)		
Prime care.	6/700 @ \$48.00 @ 49.00	71
7/700 @ 47.00 @ 48.00	92	
Choice care.	6/700 @ 46.50 @ 48.00	28
7/700 @ 45.50 @ 46.50	14	
Oxtails, % lb., frozen	10	

#### FANCY MEATS

(l.c.l. prices)

Veal breads, 6/12 oz.	71	
12 oz./up	92	
Beef livers, selected	28	
Beef kidneys	14	
Oxtails, % lb., frozen	10	

#### LAMB

(l.c.l. carcass prices)

Prime steer:	City	
(l.c.l. prices)		
Hindqtrs., 600/700	61 @ 63	
Hindqtrs., 700/800	59 @ 61	
Hindqtrs., 800/900	56 @ 58	
Rounds, flank off..	50 @ 52	
Rounds, diamond bone, flanks off..	51 @ 52	
Short loins, untrin..	90 @ 95	
Flanks, trim. 1/2 in.	16 @ 17	
Ribs, 7 bone cut..	68 @ 72	
Arm chucks	37 @ 39	
Briskets	36 @ 37	
Plates	16 @ 17	
Foreqtrs., (Kosher)	44 @ 46	
Arm chucks (Kosher)	47 @ 48	

#### VEAL—SKIN OFF

Choice steer:	Western	
(l.c.l. carcass prices)		
Hindqtrs., 600/700	58 @ 60	
Hindqtrs., 700/800	57 @ 59	
Hindqtrs., 800/900	54 @ 56	
Rounds, flank off..	50 @ 51	
Rounds, diamond bone, flank off..	50 @ 52	
Short loins, untrin..	10 @ 15	
Flanks, trim. 1/2 in.	16 @ 17	
Ribs, 7 bone cut..	65 @ 68	
Arm chucks	37 @ 39	
Briskets	35 @ 36	
Plates	15 @ 16	
Foreqtrs., (Kosher)	44 @ 45	

#### BUTCHER'S FAT

Shop fat (cwt.)	\$1.25	
Breast fat (cwt.)	2.00	
Edible suet (cwt.)	2.25	
Inedible suet (cwt.)	2.25	

#### HOGS:

Week ended Sept. 1	Not av.	
Week previous	52,912	
Sheep:		
Week ended Sept. 1	Not av.	
Week previous	47,596	

#### COUNTRY DRESSED MEAT

VEAL:	Carcasses	
Week ended Sept. 1	Not av.	
Week previous	4,528	
HOGS:		
Week ended Sept. 1	Not av.	
Week previous	71	
LAMB AND MUTTON:		
Week ended Sept. 1	Not av.	
Week previous	28	

#### LEAN MEAT SPELLS PROFIT

Consumers tend more and more to demand lean meat, and from a feed economy standpoint that's probably all right with the farmer who supplies the hogs and cattle.		
Livestock specialists at Iowa State College have found that it takes 1,000 lbs. of corn or feed equivalent to build a calf from 400 to 600 lbs. But for the growth from 900 to 1,100 lbs. it takes the equivalent of 2,150 lbs. of feed.		
A 75-lb. pig can reach 150 lbs. on 365 lbs. of feed but to make the next 50 pounds of gain requires 435 lbs. of feed.		

#### CATTLE:

Head		
Week ended Sept. 1	Not av.	
Week previous	12,325	
CALVES:		
Week ended Sept. 1	Not av.	
Week previous	14,124	

# PORK AND LARD ... Chicago and outside

## CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

### CASH PRICES

(Carlot basis, Chicago price zone, Sept. 5, 1956)

SKINNED HAMS		BELLIES	
Fresh or F.F.A.	Frozen	Fresh or F.F.A.	Frozen
39	10/12	39	20 1/2 lb
39	12/14	39	24
39	14/16	39	24 1/2
41 1/2	16/18	41 1/2	25
41 1/2	18/20	41 1/2	25 1/2
39 1/2	20/22	39 1/2	25 1/2
38	22/24	38	25
38	24/26	38	25 1/2
37	25/28	37	25
36	25/28, 2 in	36	25
		Gr. Ann.	D.S. Clear
		21	18/20
		20 1/2	20/25
		19	30/35
		17	35/40
		14 1/2	40/45

Ham quotations based on product conforming to Board of Trade definition regarding new trim effective January 8, 1956.

### PICNICS

Fresh or F.F.A.	Frozen	FRESH PORK CUTS	
24 1/2	4/6	24 1/2	Job Lot
24 1/2	6/8	24	Car Lot
24 1/2	8/10	24 1/2	49/650. Loins, 12/4n. 48 1/2@49 1/2
24 1/2	10/12	24 1/2	48@49. Loins, 12/16 .....
24 1/2	12/14	24 1/2	45@48 1/2 Loins, 16/20 .....
24 1/2	8/up, 2 in	24 1/2	39 1/2 Loins, 20/up .....
			37@38. Butts, 4/8 .....
			33 .....
			31 1/2 b
			33 .....
			Butts, 8/up .....
			31 1/2 b
			36@38. Ribs, 8/3n .....
			32n
			25 1/2 .....
			Ribs, 5/up .....
			16b

FAT BACKS

Fresh or Frozen	Cured	FRESH PORK CUTS	
9n	6/8	9 1/2 n	Job Lot
9n	8/10	10	Car Lot
11 1/2 n	10/12	12 1/2	49/650. Loins, 12/4n. 48 1/2@49 1/2
11 1/2 n	12/14	12 1/2	48@49. Loins, 12/16 .....
12 1/2 n	14/16	13 1/2	45@48 1/2 Loins, 16/20 .....
14n	16/18	15	39 1/2 Loins, 20/up .....
14n	18/20	15	37@38. Butts, 4/8 .....
14n	20/25	15	33 .....

FRESH PORK CUTS

Fresh or Frozen	Cured	OTHER CELLAR CUTS	
13 1/2	Square Jowls .....	13 1/2	Fresh or Frozen
14n	Jowl Butts, Loose .....	12b	Jowl Butts, Boxed .....
14n	Jowl Butts, Boxed .....	11 1/2 b	

### LARD FUTURES PRICES

NOTE: Add 1/4c to all price quotations ending in 2 or 7.

#### FRIDAY, AUG. 31, 1956

	Open	High	Low	Close	
Sept. 10, 1956	10.80	10.85	10.67	10.75b	
	77				
Oct. 11, 1956	11.02	10.90	10.95b	10.95b	
Nov. 11, 10	11.22	11.05	11.22a		
Dec. 12, 32	12.50	12.27	12.50		
Jan. 12, 25	12.45	12.25	12.45		
Mar. 12, 60	12.65	12.55	12.65b		
Sales: 16,840,000 lbs.					
Open interest at close Thurs., Aug. 30: Sept. 600, Oct. 997, Nov. 683, Dec. 351, Jan. 67, and Mar. 20 lots.					

#### MONDAY, SEPT. 3, 1956

Labor Day Holiday

Board of Trade closed, no trading in lard futures

#### TUESDAY, SEPT. 4, 1956

	Open	High	Low	Close	
Sep. 10, 1956	11.02	10.85	11.00-02	10.95b	
Oct. 10, 92	11.10	10.95	11.10b		
Nov. 11, 10	11.22	11.05	11.22b		
Dec. 12, 40	12.55	12.35	12.55		
Jan. 12, 70	12.70	12.55	12.70b		
Sales: 6,480,000 lbs.					
Open interest at close Fri., Aug. 31: Sept. 472, Oct. 1,029, Nov. 733, Dec. 335, Jan. 62, and Mar. 29 lots.					

#### WEDNESDAY, SEPT. 6, 1956

	Open	High	Low	Close	
Sep. 11, 05	11.22	11.05	11.20b	11.05	
Oct. 11, 25	11.40	11.20	11.35		
Nov. 11, 35	11.52	11.27	11.52a		
Dec. 12, 65	12.85	12.55	12.85b		
Jan. 12, 55	12.82	12.55	12.82		
Mar. ....	12.90b				

#### THURSDAY, SEPT. 7, 1956

	Open	High	Low	Close	
Sep. 11, 20	11.40	11.17	11.40		
Oct. 11, 35	11.50	11.27	11.50a		
Nov. 11, 50	11.60	11.40	11.60a		
Dec. 12, 75	13.05	12.72	13.02		
Jan. 12, 97	13.06	12.97	13.05a		
Mar. 13, 05	13.25	13.05	13.25b		

Open interest at close Wed., Sept. 5: Sept. 243, Oct. 1,015, Nov. 758, Dec. 330, Jan. 58, and Mar. 34 lots.

#### FRIDAY, SEPT. 8, 1956

	Open	High	Low	Close	
Sep. 11, 20	11.40	11.17	11.40		
Oct. 11, 35	11.50	11.27	11.50a		
Nov. 11, 50	11.60	11.40	11.60a		
Dec. 12, 75	13.05	12.72	13.02		
Jan. 12, 97	13.06	12.97	13.05a		
Mar. 13, 05	13.25	13.05	13.25b		

Open interest at close Tues., Sept. 4: Sept. 280, Oct. 1,028, Nov. 739, Dec. 344, Jan. 62, and Mar. 34 lots.

### CHGO. FRESH PORK AND PORK PRODUCTS

	Sept. 4, 1956 (l.c.l. prices)	
Hams, skinned, 10/12 .....	40	
Hams, skinned, 12/14 .....	40	
Hams, skinned, 14/16 .....	40	
Picnics, 4/8 lbs., loose .....	25	
Picnics, 6/8 lbs .....	24 1/2	
		(Job lots)
Pork loins, boneless .....	60	
Shoulders, 16/dn., loose .....	30	
Pork livers .....	13	@13 1/2
Tenderloins, fresh, 10 1/2 .....	75	@80
Neck bones, bbls. ....	7	@7 1/2
Ears, 30's .....	8	
Feet s.c., bbls. ....	6	

### CHGO. PORK SAUSAGE MATERIALS—FRESH

	To Sausage Manufacturers in job lots only	
Pork trim., guar. 40%	20	
Pork trim., guar. 50%	20	
Pork trim., 50% lean, bbls. ....	22 1/2@23	
Pork trim., 50% lean, bbls. ....	35%@23	
Pork trim., 95% lean, bbls. ....	41	
Pork head meat .....	22 1/2	
Pork cheek meat, trim., bbls. ....	27	

### PACKERS' WHOLESALE LARD PRICES

	P.F. or D.R. or F.O.B. Chicago	P.F. or D.R. or F.O.B. Chicago	Ref. in 50-lb. cartons
Refined lard, tapers, f.o.b. Chicago .....	\$14.75		
Refined lard, 50-lb. cartons, f.o.b. Chicago .....	14.25		
Kettle rendered tapers, f.o.b. Chicago .....	15.25		
Leaf, kettle rendered tapers, f.o.b. Chicago .....	15.25		
Lard flakes .....	17.00		
Neutral tapers, f.o.b. Chicago .....	17.00		
Standard shortening, N. & S. (del.) .....	20.75		
Hydro. shortening, N. & S. ....	21.75		

### WEEK'S LARD PRICES

	P.F. or D.R. or F.O.B. Chicago	P.F. or D.R. or F.O.B. Chicago	Ref. in 50-lb. cartons
P.F. or D.R. or F.O.B. Chicago			
Refined lard, wrapped .....	46		
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped .....	47		
Hams, skinned, 16/18 lbs., wrapped .....	51		
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped .....	52		
Bacon, fancy sq., wrapped .....	33		
Bacon, fancy sq., cut, seedless, 12/14 lbs., wrapped .....	34		
Bacon, No. 1 sliced, 1-lb. heat seal, self service pkge. ....	46		

### LIGHT HOGS SHOW PLUS VALUES THIS WEEK

(Chicago costs and credits, first two days of the week)

Prices on pork and live hogs, moving in opposite directions, the former upward and the latter down, worked favorably in regard to cut-out values. Light hogs returned plus margins for the first time in months.

180-220 lbs.	220-240 lbs.	240-270 lbs.
Value per cwt.	Value per cwt.	Value per cwt.
cwt. fin.	cwt. fin.	cwt. fin.
alive yield	alive yield	alive yield
\$12.23	\$17.73	\$11.74
4.85	6.38	4.88
2.65	1.68	2.34
Lean cuts .....	18.29	18.35
Fat cuts, lard	26.76	26.03
Ribs, trimmings, etc.	25.86	25.27
Cost of hogs .....	16.40	16.37
Condensation loss .....	0.08	0.08
Handling, overhead .....	2.00	1.51
TOTAL COST .....	18.29	17.96
TOTAL VALUE .....	18.49	17.92
Cutting margin .....	+\$2.26	+\$2.26
Margin last week .....	-\$1.17	-\$1.16

### PACIFIC COAST WHOLESALE PORK PRICES

Los Angeles	San Francisco	No. Portland
Sept. 4	Sept. 4	Sept. 4
(Packer style)	(Shipper style)	(Shipper style)
80-120 lbs., U.S. 1-3	None quoted	None quoted
120-170 lbs., U.S. 1-3	\$30.00@31.50	\$28.50@30.00

### FRESH PORK CUTS, NO. 1:

LOINS:
8-10 lbs. ....
10-12 lbs. ....
12-16 lbs. ....

PICNICS:
(Smoked)

HAMS, Skinned:
12-16 lbs. ....
16-18 lbs. ....

BACON, ('Dry' Cure No. 1:
6-8 lbs. ....
8-10 lbs. ....
10-12 lbs. ....

LARD, Refined:





</tbl

# BY-PRODUCTS... FATS AND OILS

## BY-PRODUCTS MARKET

Wednesday, Sept. 5, 1956

### BLOOD

Unground, per unit of ammonia  
bulk ..... \*5.50

### DIGESTER FEED TANKAGE MATERIAL

Wet rendered, unground, loose:  
Low test ..... \*6.50n  
Med. test ..... \*6.00n  
High test ..... \*5.50n  
Liquid stick, tank cars ..... \*1.75

### PACKINGHOUSE FEEDS

Carlots, ton  
50% meat, bone scraps, bagged ..... 80.00@ 87.50  
50% meat, bone scraps, bulk ..... 77.50@ 85.00  
35% meat scraps, bagged ..... 93.00  
60% digester tankage, bagged ..... 77.50@ 85.00  
60% digester tankage, bulk ..... 75.00@ 82.50  
80% blood meal, bagged ..... 105.00@ 125.00  
Steam bone meal, bagged  
(Specially prepared) ..... 85.00  
60% steam bone meal, bagged ..... 70.00

### FERTILIZER MATERIALS

Feather tankage, ground,  
per unit ammonia ..... \*4.25@ 4.75  
Hoof meal, per unit ammonia ..... 6.00@ 6.25n

### DRY RENDERED TANKAGE

Low test, per unit prot. ..... \*1.45@ 1.50n  
Med. test, per unit prot. ..... \*1.40n  
High test, per unit prot. ..... \*1.35

### GELATINE AND GLUE STOCKS

Cwt.  
Calf trimmings (limed) (glue) ..... 1.25@ 1.35  
Hide trimmings (green salted) (glue) ..... 6.00@ 7.00  
Cattle jaws, scraps and knuckles,  
per ton ..... 55.00@ 57.00  
Pig skin scraps (edible) ..... 6.75@ 7.00

### ANIMAL HAIR

Winter coil dried, per ton ..... \*115.00@ 120.00  
Summer coil dried, per ton ..... 50.00  
Cattle switches, per piece ..... \*4@ 5  
Winter processed, gray, lb. ..... 21 1/4n  
Summer processed, gray, lb. ..... 14 1/2n

\*Delivered, n—nominal.

## TALLOWS and GREASES

Wednesday, September 5, 1956

Midwest and eastern users' ideas on inedible tallow and greases were unchanged late last week. Inquiry basis was 6 1/2@ 6 1/2c, c.a.f. Chicago, on bleachable fancy tallow, with bids at 7@ 7 1/2c on same c.a.f. East, product considered. Choice white grease, all hog, was bid at 7 1/2c, same delivery point. Product was held fractionally higher for all points. A tank of edible tallow sold at 9 1/2c, Chicago basis; the same material offered at 9 1/2c, f.o.b. nearby River point, and some reportedly asked 9c, f.o.b. River points, involving a higher freight rate. Buying inquiry was mostly prompt delivery.

Yellow grease sold by midweek at 5 1/2c, c.a.f. Chicago. Edible tallow was reported bid at 9c, f.o.b. River points, and indications of 9 1/2c, Chicago were in the market. Choice white grease, all hog, was bid at 7 1/2c, c.a.f. New York, and held fractionally higher. Bleachable fancy tallow was bid at 7 1/2@ 7 1/2c, also c.a.f. East. Yellow grease was still bid at 5 1/2c, Chicago. Bleachable fancy tallow was bid at 6 1/2c, c.a.f. Chicago, with offerings light. Yellow grease was bid at 6 1/2c, c.a.f. New Orleans, with bids of 6 1/2c, c.a.f. East. General market as to sales was very quiet.

A few tanks of bleachable fancy tallow sold on Friday at 6 1/2@ 6 1/2c, c.a.f. Chicago. It was reported that edible tallow sold at 9 1/2c, c.a.f. Chicago, and 9c, f.o.b. River, was bid.

On Tuesday of the new week, indications were in the market of 5 1/2@ 5 1/2c, Chicago, on yellow grease, and product considered. The same was

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Later edible tallow sold at 9½c, f.o.b. River, and 9¾c, Chicago.

**TALLOWS:** Wednesday's quotations: edible tallow, 9½c, f.o.b. River, and 9¾c, Chicago basis; original fancy tallow, 7½c; bleachable fancy tallow, 6½c; prime tallow, 6½c; special tallow, 6½c; No. 1 tallow, 6½c; and No. 2 tallow, 5½c.

**GREASES:** Wednesday's quotations: choice white grease, not all hog, 6½c; B-white grease, 6½c; yellow grease, 5½c; house grease 5½c@5¾c; and brown grease, 5c@5½c. Choice white grease, all hog, was quoted at 7½c, c.a.f. East.

### EASTERN BY-PRODUCTS

New York, Sept. 5, 1956

Dried blood was quoted Wednesday at \$4.50 nominal per unit of ammonia. Low test wet rendered tankage was listed at \$4.50 nominal per unit of ammonia and dry rendered tankage was priced at \$1.20 per unit of protein.

### N.Y. COTTONSEED OIL FUTURES

FRIDAY, AUG. 31, 1956

	Open	High	Low	Close	Prev.
Sept.	13.83b	13.95	13.90b	13.89	
Oct.	14.00b	14.05	14.11b	14.03	
Dec.	14.21	14.22b	14.17		
Jan.	14.10b	14.10b	14.05b		
Mar.	14.25b	14.31b	14.29		
May	14.30b	14.34b	14.25		
July	14.20b	14.29	14.15b		
Sept.	14.10b	14.20	14.10b		
Sales:	110 lots.				

MONDAY, SEPT. 3, 1956

Labor Day Holiday  
No trading in cottonseed oil futures

TUESDAY, SEPT. 4, 1956

	Open	High	Low	Close	Prev.
Sept.	13.88b	13.95	13.88	13.94	13.90b
Oct.	14.10b	14.09	13.98	14.07b	14.11b
Dec.	14.19b	14.20	14.06	14.14	14.22b
Jan.	14.10b	14.10b	14.05b	14.09	
Mar.	14.30b	14.26	14.20	14.26	14.31b
May	14.34b	14.30	14.23	14.30	14.34b
July	14.24b	14.26	14.21	14.25b	14.29
Sept.	14.00b	14.00b	14.10b	14.10b	
Sales:	143 lots.				

WEDNESDAY, SEPT. 5, 1956

	Open	High	Low	Close	Prev.
Sept.	13.76b	13.95	13.90	13.90	13.94
Oct.	14.00	14.08	14.00	14.05b	14.07b
Dec.	14.12	14.16	14.09	14.15	14.14
Jan.	14.00b	14.00b	14.05b	14.05b	
Mar.	14.21b	14.28	14.26	14.27	14.26
May	14.26b	14.32	14.27	14.31	14.30
July	14.21b	14.30	14.29	14.29	14.25b
Sept.	14.13	14.16	14.13	14.16	14.10b
Sales:	156 lots.				

### VEGETABLE OILS

Wednesday, Sept. 5, 1956

Crude cottonseed oil, f.o.b.	11½pd
Valley	11½pd
Southeast	11½pd
Tex-Mex	12pd
Cook oil processors, f.o.b. mills	12pd
Soybean oil, Decatur mills	11 @ 11½n
Peanut oil, f.o.b. mills	13n
Coconut oil, f.o.b. Pacific Coast	10½n
Cottonseed foots:	
Midwest and West Coast	1½ @ 1½
East	1½ @ 1½

### OLEOMARGARINE

Wednesday, Sept. 5, 1956

White domestic vegetable	26
Yellow quarters	28
Milk churned pastry	25
Water churned pastry	24

### OLEO OILS

Wednesday, Sept. 5, 1956

Prime oleo stearine (slack barrels)	11
Extra oleo oil (drums)	17½
Prime oleo oil (drums)	17

n—nominal. a—asked. b—bid. pd—paid.

# HIDES AND SKINS

Reduced live kill reflected in lighter hide movement—Most steady prices paid, the exception branded cows which sold steady to 1½ up—Kipskins strong, calfskins steady to weak—Small packer hides steady.

### CHICAGO

**PACKER HIDES:** The big packer hide and skin market was somewhat of a mixed affair late last week. A sale of 1,500 St. Louis light native steers at 16½c was steady. A few cars of light native cows sold steady at 15½c for Northerns and 17c on Rivers. Another car of River light native steers sold at 16½c, also steady. A total of 20,000 heavy native steers sold, Rivers at 14c, and St. Louis and Chicago at 14½c. About 10,000 heavy native cows traded at 14c.

The new week started out slowly. Buyers continued to talk steady; however, sellers were persistent in asking fractionally higher prices. The only trade reported on Tuesday was 3,000 River ex-light native steers at 20c or 1½c higher.

On Wednesday, trade volume on hides was around 50,000, with mostly steady prices paid. The exception was on branded cows, and 35,000 changed hands at 12½c on Northerns, or ½c higher, and 13c on River and Southwesterns. A total of 8,000 light native steers sold at 16c on Chicago and 16½c on Rivers, steady. Butt-branded steers and Colorados sold at 11½c and 10½c, respectively, also steady. A couple of cars of light native cows sold at 16c, Chicago. Northern points were reported as salable at 15½c, and still indicating 17c on Rivers.

**SMALL PACKER AND COUNTRY HIDES:** Moderate trade came about late last week in the small packer hide market, with movement of the 50@52-lb average natives at 13½c, steady. Outside small packer hides were talked at 13@13½c on the 50@52-lb. average. The 60-lb. average was quoted at 11½@12c. Straight locker butchers were quoted at 10½@11c, and renderers at 9½@10c.

**CALFSKINS AND KIPSkins:** Calfskins traded lower, and kipskins at steady levels at the close of last week. Some domestic and export interest was apparent on the latter. Sale of 8,000 kipskins, 15@25-lb. average, at 32c, went for export. The same product was talked at 31c in the domestic market. Quotations of 29@30c were indicated on overweight kip-

skins. About 20,000 calfskins traded, St. Paul, Cleveland and Milwaukee lights at 42½c, and Cleveland and Milwaukee heavies at 50, or 2½c down. River light kipskins sold at 33c, or up 1c since Tuesday.

**SHEEPSKINS:** No material change from last week took place in this market. Top grades still commanded a premium. No. 1 shearlings were quoted at 2.50@3.00, No. 2's at 1.75@2.00, and No. 3's at 75@85c, all quality considered. Fall clips were quoted at 2.75@3.50, steady. No change was registered on dry pelts, still quoted at 24c nominal. Pickled skins were quoted at 11c on lambs, and 12½@12¾c on sheep.

### CHICAGO HIDE QUOTATIONS

#### PACKER HIDES

	Week ended	Cor. Week
Lgt. native steers	16 @ 16½	14 @ 14½n
Hvy. nat. steers	14 @ 14½n	14
Ex. lgt. nat. steers	20n	...
Butt brand steers	11½	11n
Colorado steers	10½	10½n
Hvy. Texas steers	11½n	11n
Light Texas steers	13½n	...
Ex. lgt. Texas steers	17n	15n
Heavy native cows	14n	12½@13n
Light nat. cows	15½ @ 17n	12½ @ 13½n
Branded cows	12½ @ 13	10½ @ 11n
Native bulls	9½ @ 10n	9 @ 9½n
Branded bulls	8½ @ 9n	8 @ 8½n
Calfskins:		
Northerns, 10/15	50n	45n
10 lbs. down	42½n	50n
Kips, Nor., nat., 15/25	33n	27½n

#### SMALL PACKER HIDES

STEERS AND COWS:	9n
60 lbs. and over	11½ @ 12n
50 lbs.	13 @ 13½n

#### SMALL PACKER SKINS

Calfskins, all wts.	35 @ 36n	35 @ 40n
Kipskins, all wts.	24 @ 25n	19 @ 26n

#### SHEEPSKINS

Packer shearlings:	2.50 @ 3.00	2.50n
Dry Pelts	24	22 @ 24n
Horsehides	Untrin. 9.00 @ 9.50n	7.50 @ 8.00n

### N. Y. HIDE FUTURES

FRIDAY, AUG. 31, 1956

Open	High	Low	Close	
Oct.	13.50b	13.80	13.60	13.80
Jan.	13.45b	13.64	13.44	13.64
Apr.	13.45b	...	...	13.70b-75a
July	13.50b	14.00	14.00	13.80b-90a
Oct.	13.70b	14.00	14.00	14.00
Jan.	13.80b	...	...	14.05b-15a
Sales:	19 lots.			

#### MONDAY, SEPT. 3, 1956

Labor Day Holiday

No trading in hide futures	9n
TUESDAY, SEPT. 4, 1956	

Oct.	13.74b	14.00	13.90	13.80b-88a
Jan.	13.50b	13.79	13.70	13.70b-80a
Apr.	13.76	14.00	13.76	13.92b-14.00a
July	13.80b	14.03	14.00	14.00b-10a
Oct.	13.90b	...	...	14.10b-20a
Jan.	14.00b	...	...	14.15b-30a
Sales:	42 lots.			

#### WEDNESDAY, SEPT. 5, 1956

Oct.	13.80b	13.93	13.98	13.89
Jan.	13.68b	13.80	13.75	13.80
Apr.	13.85b	...	...	13.90b-14.00a
July	13.95b	...	...	13.95b-14.10a
Oct.	14.05b	14.20	14.20	14.05b-20a
Jan.	14.10b	...	...	14.10b-30a
Sales:	8 lots.			

#### THURSDAY, SEPT. 6, 1956

Oct.	13.80b	14.00	13.91	13.91
Jan.	13.60b	13.80	13.75	13.80
Apr.	13.75b	...	...	13.90
July	13.80b	...	...	13.95
Oct.	13.80b	...	...	14.00
Jan.	13.85b	...	...	14.00
Sales:	17 lots.			

# LIVESTOCK MARKETS...Weekly Review

## Utility Grade Steer Almost A Nonentity On The Market

The Utility grade steer has, for all practical purposes, ceased to be a factor of any importance on the market or in meat merchandising, according to an Agricultural Service Analysis. Since about 1933, when such animals made up a fairly recognizable portion of steers marketed at Chicago, for instance, the percentage of Utility grade steers has dropped to barely 1 per cent of the total steer sales in 1955.

Marketings of Commercial and Good grade steers, which in 1933 made up about 40 per cent of Chicago steer sales, by the close of last year comprised but about 25 per cent of the total. The Choice grade steer has grown steadily in popularity, the portion having increased from about 40 per cent in 1933 to about 55 per cent in 1955. The percentage that Prime steers have been of total Chicago sales has been varied in the past 20 years. Rising to a peak of about 35 per cent in 1945, Prime grade steers comprised about 17 per cent of total Chicago sales in 1955.

## Need of Brand Inspection Told to Oregon Stockmen

Livestock theft investigators for the state department of agriculture are finding increasing numbers of livestock moved or slaughtered without brand inspection in Oregon. The department is again calling livestock owners' attention to the fact that state law requires all cattle moved over Oregon highways or sold through public markets to be brand inspected by any one of the 100 brand inspectors located throughout the state.

## July Cattle, Hog Costs Below 1955; Sheep Higher

Packers operating under federal inspection in July bought cattle, calves and hogs at prices lower than a year earlier, while sheep cost more.

Average cost of cattle in July at \$17.16 was 1 per cent less than in 1955, calves at \$16.11 cost 4 per cent less than in 1955, hogs at \$15.60 had 95 per cent of the 1955 value and sheep and lambs averaging \$19.62 cost 6 per cent more than in July a year before.

The 1,727,858 cattle, 609,657 calves, 4,199,109 hogs and 1,168,313 sheep and lambs slaughtered in July had dressed yields of:

	July, 1956	July, 1955
	1,000 lbs.	1,000 lbs.
Beef	937.195	805.555
Veal	83.627	73.086
Pork (carcass wt.)	781.561	670.129
Lamb and mutton	50.571	47.030
Totals	1,852.954	1,595.799
Pork excl. lard	577.249	494.676
Lard production	149.603	128.545
Rendered pork fat	8.345	7.835

Average live weights in July were:

	July, 1956	July, 1955
	1,000 lbs.	1,000 lbs.
All cattle	973.8	957.6
Steers <sup>1</sup>	1,020.0	1,007.4
Heifers <sup>1</sup>	851.0	826.7
Cows	951.8	938.3
Calves	246.9	237.7
Hogs	245.1	256.4
Sheep and lambs	90.2	91.6

Dressed yields per 100 lbs. live weight for two months were:

	July, 1956	July, 1955
	Per Cent	Per Cent
Cattle	55.9	55.4
Calves	55.7	56.1
Hogs <sup>2</sup>	76.1	76.4
Sheep and lambs	48.2	47.9
Lard per 100 lbs., hog	14.6	14.7
Lard per animal (lbs.)	35.7	37.6

Average dressed weights of livestock compared as follows (lbs.):

Cattle	544.4	530.6
Calves	137.5	133.3
Hogs	186.5	195.9
Sheep and lambs	43.5	43.9

<sup>1</sup>Included in cattle.

<sup>2</sup>Subtract 7.0 to get packer style average.

## Badger Beef Producers To Gain By New Feeding Ideas

Wisconsin beef producers may be able to realize more efficient gains on their feed lot cattle because of a couple of recent developments in feeding procedures. Ed Hauser, animal husbandman at the University of Wisconsin, says, "All reports indicate an increase in rate of gain in feed lot cattle and an increase in efficiency of gain where 10 milligrams of stilbestrol is included in the ration of the steer."

He adds, "recently the food and drug people have approved the implanting of stilbestrol pellets under the hide of cattle. This seems to give as good or better results than feeding the hormone. Pelleting is cheaper, but it means handling the cattle and that involves a chute and head gate. Stilbestrol can be given only to the cattle you want to have it, and thus it will not get to the breeding stock." He calls for more research both on the feeding and pelleting, especially the effect on the carcass.

## Set Aside \$86,000 For G-N Livestock Prizes This Year

Livestock premiums of \$86,370.50 will be distributed among exhibitors at the 1956 Grand National Livestock Exposition, Horse Show and Rodeo in the Cow Palace in San Francisco, November 2-11.

Of this total, \$43,002.50 will represent beef cattle premiums, according to an announcement by Porter Sesnon, chairman of the livestock committee. In addition to the beef cattle prize money, there will be \$25,500 for dairy and dual-purpose cattle, \$9,714 for swine.

Carlots



Barrel Lots

DRESSED BEEF

BONELESS MEATS AND CUTS  
OFFAL

SUPERIOR PACKING CO.  
CHICAGO ST. PAUL



When you hire someone  
to spend your money... the  
BEST is none too good!

Call on "K-M" today!

BLOOMINGTON, ILL.  
CHATTANOOGA, TENN.  
CINCINNATI, OHIO  
DAYTON, OHIO  
DETROIT, MICH.  
FLORENCE, S.C.  
FT. WAYNE, IND.  
FULTON, KY.  
INDIANAPOLIS, IND.  
JACKSON, MISS.  
JONESBORO, ARK.

LAFAYETTE, IND.  
LOUISVILLE, KY.  
MONTGOMERY, ALA.  
NASHVILLE, TENN.  
OMAHA, NEBR.

PAYNE, OHIO  
SIOUX CITY, IOWA  
SIOUX FALLS, S.D.  
VALPARAISO, IND.



## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, September 1, 1956, as reported to The National Provisioner:

### CHICAGO

Armour. 6,829 hogs; Shippers, 9,475 hogs and Others, 21,113 hogs.  
Totals: 24,366 cattle, 933 calves, 37,417 hogs and 6,540 sheep.

### KANSAS CITY

Armour. 3,382 1,790 1,717 2,240  
Swift. 4,035 1,077 2,912 1,765  
Wilson. 1,210 2,973 2,782 1,111  
Others. 1,364 1,811 1,811 1,811  
Totals. 17,059 3,253 10,195 4,005

### OMAHA

Cattle and  
Calves Hogs Sheep  
Armour. 6,634 5,201 1,492  
Cudahy. 3,792 4,855 1,429  
Swift. 4,924 5,391 2,554  
Wilson. 3,171 4,226 1,191  
Am. Stores. 630 1,100 1,100  
Cornhusker. 1,507 1,100 1,100  
O'Neill. 799 1,100 1,100  
Neb. Beef. 716 1,100 1,100  
Gr. Omaha. 1,049 1,100 1,100  
Both. 1,155 1,100 1,100  
Rothschild. 1,216 1,100 1,100  
Kingan. 1,524 1,100 1,100  
Omaha. 624 1,100 1,100  
Union. 978 1,100 1,100  
Others. 566 9,800 1,100  
Totals. 29,456 29,473 6,666

### ST. LOUIS

Cattle Calves Hogs Sheep  
Armour. 3,360 1,514 10,029 2,040  
Swift. 4,349 2,786 9,847 2,885  
Hunter. 1,228 5,628 1,100 1,100  
Hell. 1,100 2,246 1,100 1,100  
Krey. 1,100 5,308 1,100 1,100  
Totals. 8,937 4,300 33,058 4,925

### ST. JOSEPH

Cattle Calves Hogs Sheep

Swift. 3,374 688 9,196 2,359

Armour. 4,214 384 5,101 1,334

Others. 5,694 66 1,752 1,274

Totals. 13,282 1,138 16,049 4,967

\*Do not include 111 cattle, 97 calves, 3,133 hogs and 3,149 sheep direct to packers.

### SIOUX CITY

Cattle Calves Hogs Sheep  
Armour. 3,531 9 5,365 2,355  
S.C. Dr. 2,856  
Swift. 3,643 418 1,941  
Butchers. 985 20 20 20  
Others. 6,677 12 12,539 247  
Totals. 17,692 21 18,842 4,543

### WICHITA

Cattle Calves Hogs Sheep  
Cudahy. 2,125 913 2,918 1,100  
Dunn. 76 1,100 1,100 1,100  
Sunflower. 85 1,100 1,100 1,100  
Dold. 1,100 850 1,100 1,100  
Excel. 760 1,100 1,100 1,100  
Kan. 856 1,100 1,100 1,100  
Armour. 295 1,100 1,100 1,100  
Swift. 1,685 1,100 1,100 1,100  
Others. 1,100 1,100 1,100 1,100  
Totals. 6,002 913 3,944 2,826

### OKLAHOMA CITY

Cattle Calves Hogs Sheep  
Armour. 4,146 506 1,276 336  
Wilson. 3,532 944 1,168 818  
Others. 4,403 790 1,288 1,288  
Totals. 12,081 2,240 3,732 1,154

\*Do not include 2,033 cattle, 518 calves, 7,313 hogs and 2,750 sheep direct to packers.

### LOS ANGELES

Cattle Calves Hogs Sheep  
Armour. 220 22 39 1,100  
Swift. 1,100 91 1,100 1,100  
Wilson. 79 1,100 1,100 1,100  
Comm'l. 958 1,100 1,100 1,100  
Ideal. 600 1,100 1,100 1,100  
Atlas. 654 1,100 1,100 1,100  
United. 583 263 1,100 1,100  
Goldring. 373 1,100 1,100 1,100  
Gr. West. 345 1,100 1,100 1,100  
Others. 3,021 329 1,021 1,100  
Totals. 8,150 442 1,323 1,100

### DENVER

	Cattle	Calves	Hogs	Sheep
Armour.	1,381	141	8,542	
Swift.	1,783	134	2,481	6,614
Cudahy.	819	91	4,200	206
Wilson.	536			12,073
Others.	14,449	251	2,206	354
Totals.	18,968	617	8,887	27,789

### CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall.	...	...	...	415
Schlachter.	276	56	...	
Others.	4,764	1,173	14,751	1,376
Totals.	5,040	1,229	14,751	1,794

### ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour.	6,027	3,204	14,850	2,358
Bartsch.	1,290			
Rifkin.	951	31	...	
Superior.	1,767			
Swift.	5,578	2,656	20,209	2,335
Others.	2,758	1,224	10,795	196
Totals.	19,280	7,115	45,854	4,859

### FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour.	1,579	1,220	1,102	711
Swift.	3,448	2,681	1,664	5,411
Morell.	834	1	...	
City.	348	6	...	
Rosenthal.	100	70	...	894
Totals.	6,369	3,565	2,768	6,816

### TOTAL PACKER PURCHASES

Week	Same	ended	Prev.	week
Sept. 1	week	1955		
Cattle	186,682	214,028	220,467	
Hogs	206,065	214,028	220,467	
Sheep	76,914	69,735	62,399	

### CORN BELT DIRECT TRADING

Des Moines, Sept. 5—Prices at the ten concentration yards in Iowa and Minnesota were quoted by the USDA as follows:

Barrows, gilts, U.S. No. 1-3:  
120-180 lbs. \$12,00@14.50  
180-240 lbs. 14,00@15.85  
240-270 lbs. 14,85@15.85  
270-330 lbs. 14,25@15.85  
Sows, U.S. No. 1-3:  
270-370 lbs. \$14,35@15.25  
370-400 lbs. 13,35@14.85  
400-550 lbs. 11,60@13.85

Corn belt hog receipts were reported by the U.S. Department of Agriculture as follows:

This week	Last week	Last year
est.	actual	actual
Aug. 30	48,000	44,500
Sept. 1	50,000	40,000
Sept. 3	29,500	24,500
Sept. 4	Holiday	51,500
Sept. 5	50,000	51,000

Aug. 30 48,000 44,500 43,500

Sept. 1 50,000 40,000 53,000

Sept. 3 29,500 24,500 33,000

Sept. 4 Holiday 51,500 51,000

Sept. 5 50,000 49,500 62,000

This week last week last year

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# ONLY KOCH GIVES YOU ALL 6 FEATURES in an Electric Beef Splitting Saw

**CHECK**  
**These Features**  
**... Don't Accept Less!**

- 1 Corrosion-resisting aluminum alloy frame and case
- 2 New-design high-arch steel bow. Plated and polished for greatest sanitation and ease of cleaning
- 3 Exclusive quadrant suspension for effortless handling
- 4 1-H.P. fully-enclosed General Electric motor
- 5 Adjustable "dove-tail" guides for reciprocating slide; quiet, smooth performance
- 6 So easy to clean and service! Removable cover plate with wing nuts for quick access to all moving parts.

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Kansas City 8, Mo.  
Phone Victor 2-3788

Perfected through  
on-the-job testing  
in packing  
plants

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SAW AT ANY  
PRICE GIVES  
YOU ALL OF  
THESE FEATURES

KOCH

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### POSITION WANTED

**EXPORT SALES DEVELOPMENT MANAGER**  
Age 40. Sales development experience covers 12 years, last five years living in Latin America specifically developing export sales. Complete and thorough knowledge of market requirements and market potentials. Well connected with volume buyers of fresh, frozen and canned meats as well as fats and salted products. Highly qualified to handle all export problems. W-326, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**MASTER MECHANIC OR STAFF ENGINEER:** Seventeen years experience with major packer in plant maintenance and industrial engineering. Well qualified in preventive maintenance, construction, plant layout, and materials handling. Registered professional engineer. Address W-304, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SUPERINTENDENT:** 20 years' experience; started as a trainee for a large packer. Thorough knowledge of sausage, smoked meat, packaging, hog cut and kill, sheep and cattle operations. Married. Now living in Pacific Northwest. Available immediately. W-311, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**SAUSAGE EXPERT:** With a lifetime of varied experience, practical and supervisory. Fully capable of solving the most delicate problems in the shortest period of time. Will travel anywhere. W-312, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**PACKAGING and SHIPPING specialist:** 15 years' experience handling meat plant packaging and shipping problems. Excellent production, cost and labor relations record. Top consideration to future possibilities. W-327, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**PROVISIONER SALESMAN:** 10 years' wholesale experience. Seeks position with reliable concern. W-328, THE NATIONAL PROVISIONER, 527 Madison Ave., New York 22, N. Y.

### POSITION WANTED

**PRODUCTION EXPERT:** Capable sausage and frozen meats production expert desires responsible position. College degree. Experienced. Prefer western location. W-313, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### HELP WANTED

#### CHIEF ENGINEER

LIEBIG'S EXTRACT OF MEAT CO. LTD. (meat canners and food processors) require a Chief Engineer to take responsibility for all engineering activities in their factories overseas. The position is part executive, part consultant, and in addition to his engineering knowledge and experience, candidate must possess sufficient personality to convince and win support of local boards. Candidates must be between 35 and 45, possess good general education and background and a recognized Degree or equivalent in mechanical engineering. Thorough works and drawing office training essential. In addition, a capacity to introduce and sustain the latest processing techniques, thorough familiarity with modern maintenance methods and the ability to undertake original design and development will be looked for. A successful record in a similar or kindred industry will be a strong recommendation. Headquarters London, much travelling overseas, excellent salary and prospects, pension scheme. Write in confidence to the Secretary, Liebig's Extract of Meat Co. Ltd., Thames House, Queen Street Place, London, E. C. 4. England, marked "Engineer".

**SALESMAN:** To sell complete line of sausage in Chicago area and vicinity. Prefer experience in sausage or in similar lines. W-302, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

### HELP WANTED

#### PLANT MANAGER

National Food Distributor with multiple plant operations has opening for aggressive, profit-minded executive with thorough knowledge of all phases of packing house management, including livestock buying, slaughtering, processing, labor relations, cost accounting, advertising, and sales. Excellent opportunity for advancement, regular merit increases, and liberal benefits. Appropriate starting salary. Reply in confidence giving full details of education, employment record, personal background, and qualifications. Personal interview can be arranged during the A.M.I. Convention W-329, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**YOUNG SALESMAN:** (28 to 38) who is presently selling to meat packers and processors of bacon, sausage, frozen meat, etc. Knowledge of meat business, materials, handling, layout, packaging or slicing especially helpful. The man we hire will be dealing with top provisioner management. New equipment will be introduced soon which makes this sales position very desirable. Will pay salary, incentive bonus, and all business expenses. Give full information in first letter. U. S. Slicing Machine Company, Inc., 31 Berkley Building, La Porte, Indiana.

#### CHEMIST WANTED

Chemist for production supervision, laboratory, products development and control wanted. Knowledge of meats and meat products, spices, seasonings, and additives required. Excellent opportunity for good man with leading nationwide firm. Salary commensurate with ability. Please send resume to W-315, THE NATIONAL PROVISIONER, 527 Madison St., New York 22, N. Y.

**HERE IS OPPORTUNITY:** For established salesman with following among sausage makers to earn big extra commissions. Add natural, hog and sheep casings to the line you now handle. Territory from Virginia to Florida open. W-332, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

**ARE YOU LOOKING:** For a job with a promising future? WE HAVE IT! We are looking for an experienced renderer to work in one of the finest plants in the country. Write and investigate. Write to W-333, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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